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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

Vol. XXX.

CHICAGO, ILLINOIS, MAY 15, 1912.

No. 11.

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of your belt separate like
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"R. F. & C." Solid Woven Rubber Belt

The "R. F. & C." gives MAXIMUM of strength and
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Pioneer Rubber Belt Manufacturers in the West

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Be sure its the

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Consign your grain to us, we will do the rest.

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SEEDS

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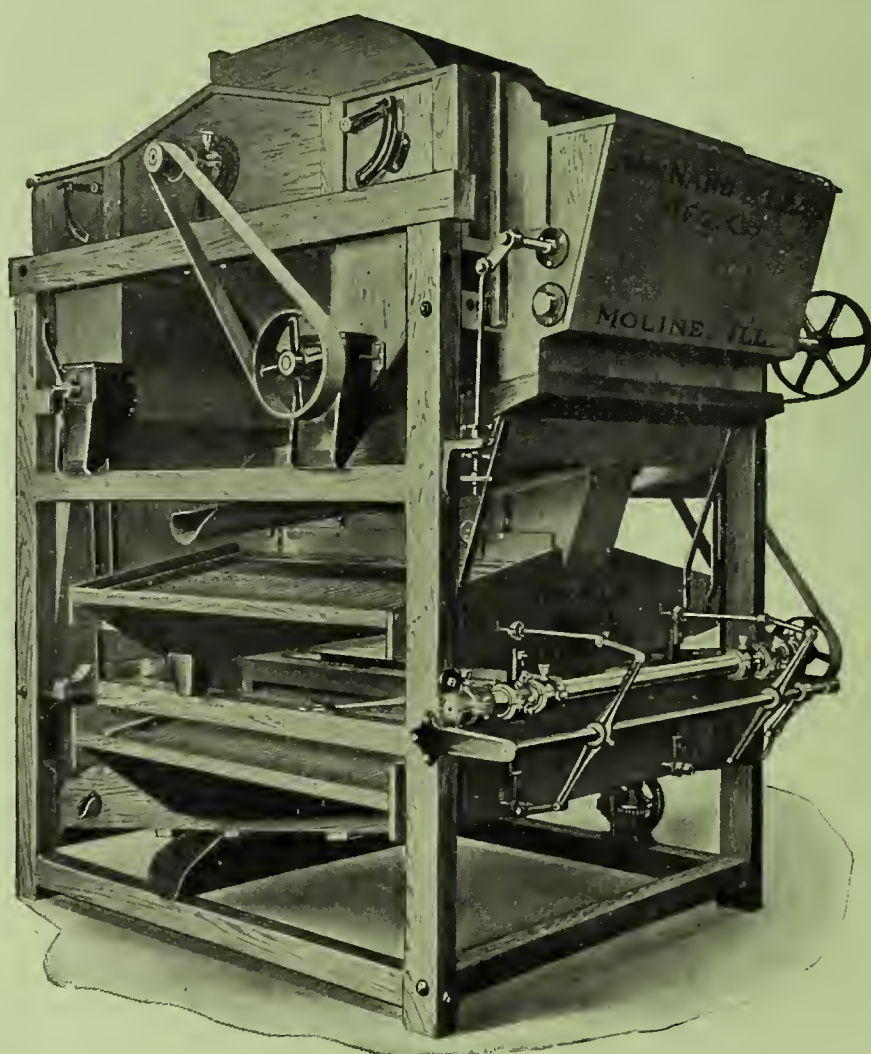
We make a specialty of the Power Transmission Line, including Fric-
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It has unequaled sieve and air separations—Correspondence welcomed and prompt shipments made.

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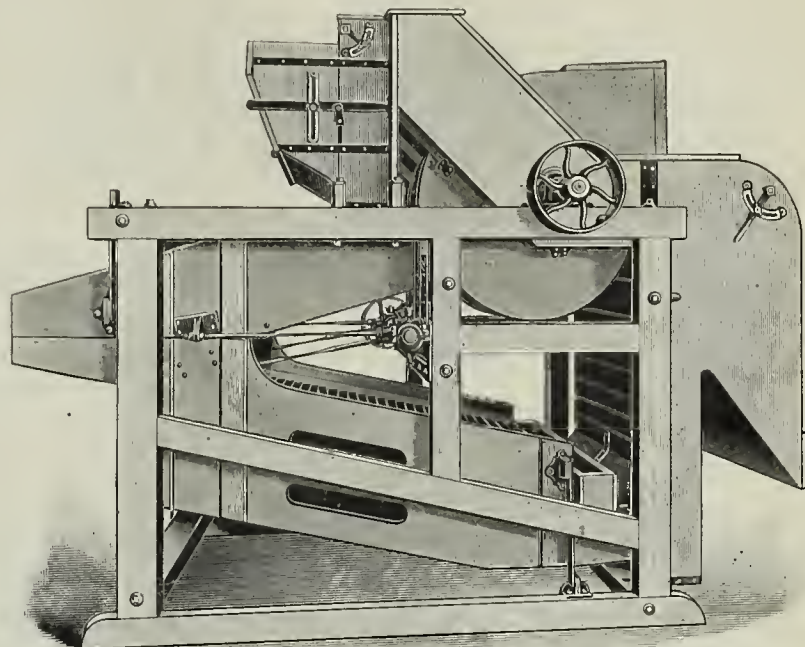
Will remove any desired percentage of moisture from grain, putting it in perfect condition for milling, shipping or storage.

It is working daily drying Wheat, Whole Corn, Cracked Corn, Buckwheat, Beans, etc.

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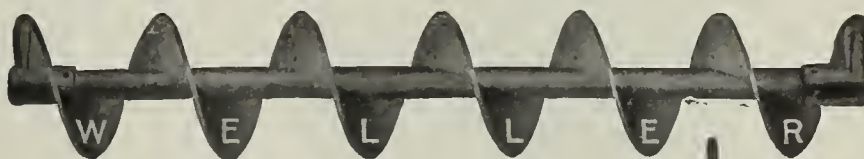
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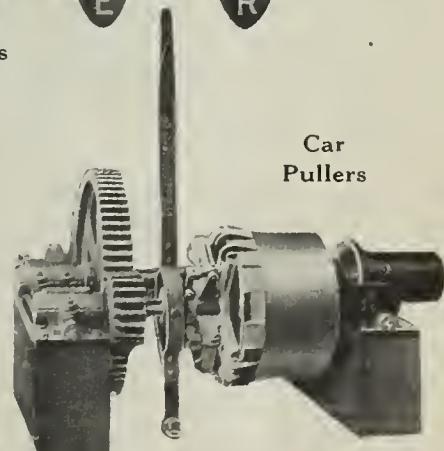
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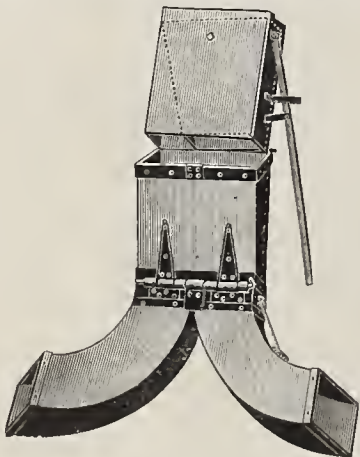
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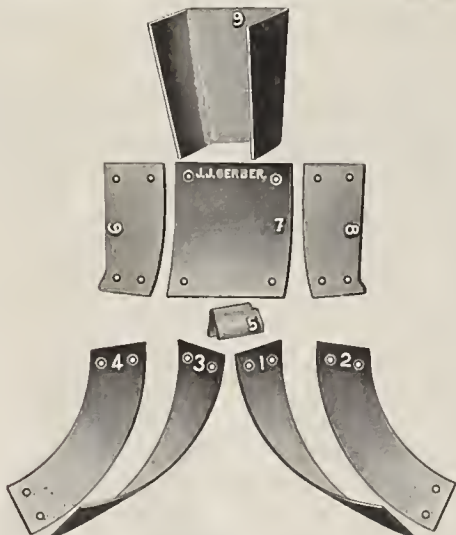


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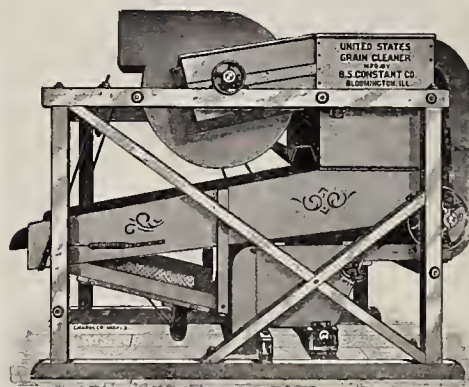
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is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
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Five Separations and
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The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

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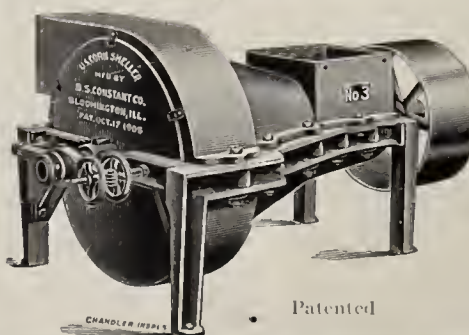
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Fan Discharge,
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Iron or Wood Frame.
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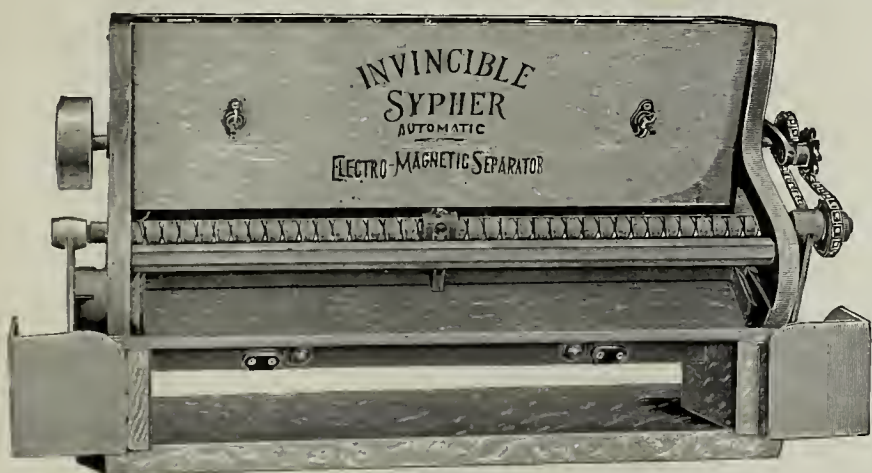
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Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

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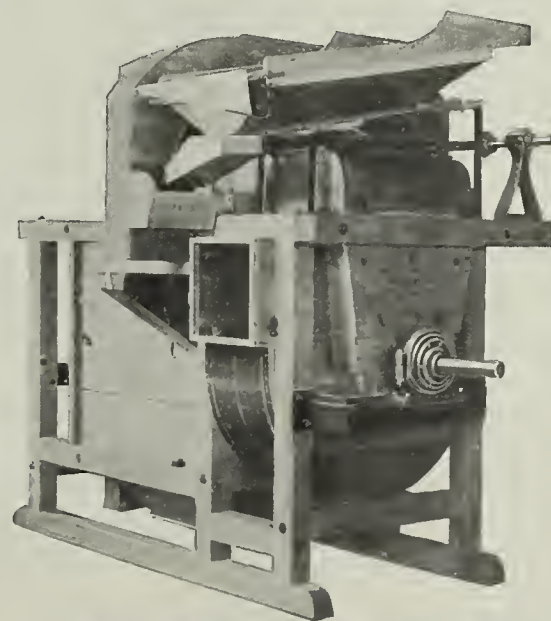
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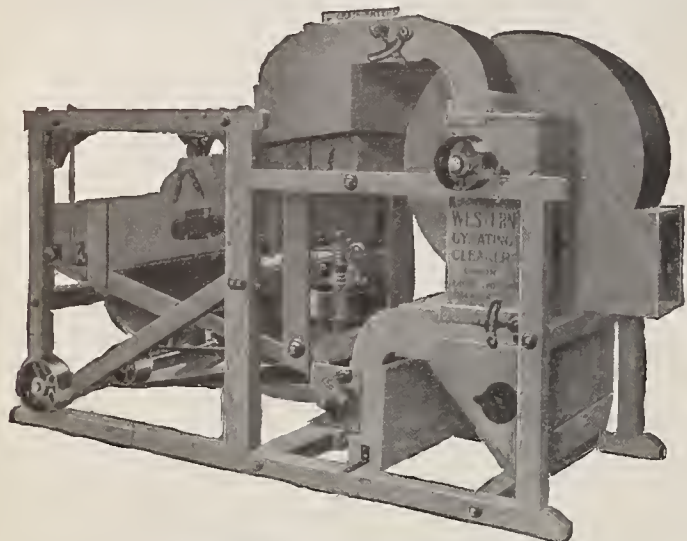
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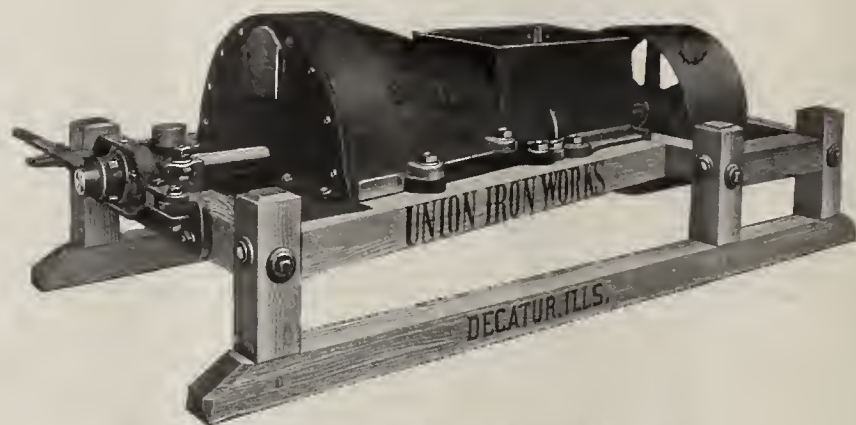
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We manufacture everything needed for the grain elevator, from pit to cupola.

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Our SHELLERS and CLEANERS

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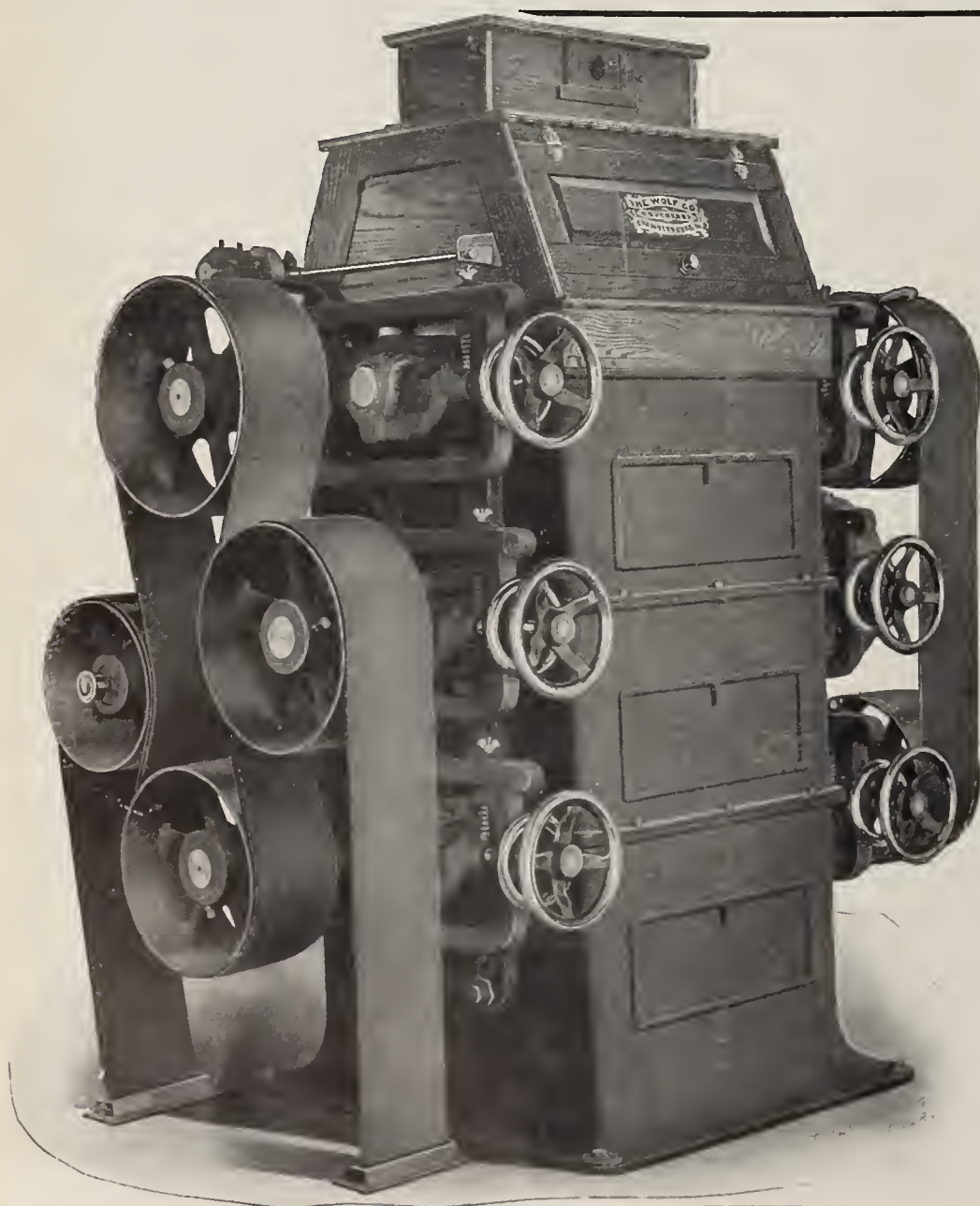
If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

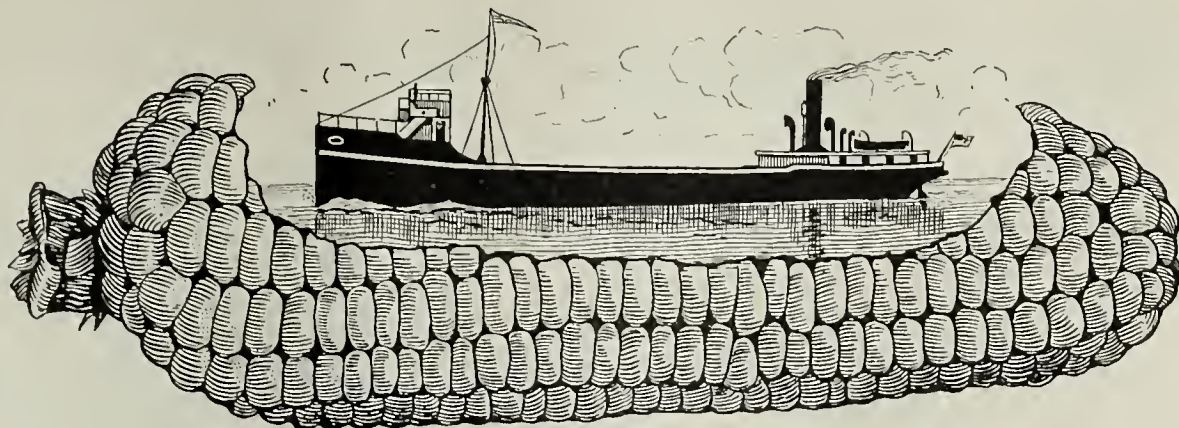
Wolf Three Pair High Roller Mill

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequalled for feed and chop grinding.

Send for descriptive circular

THE WOLF CO.
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THE WATER IN CORN

is the most serious proposition the grain man faces today.

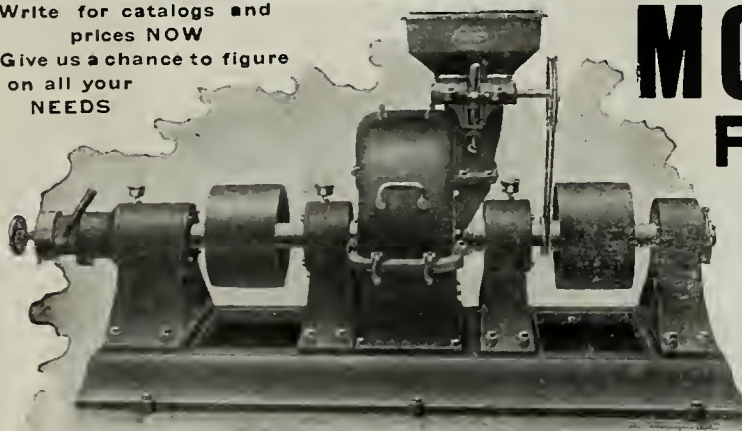
It isn't serious if you face it with a Hess Drier and a Hess Moisture Tester. Ask us about them. Used everywhere and sold under absolute guarantee. :: :: ::

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Write for catalogs and
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Give us a chance to figure
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MONARCH BALL BEARING
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We manufacture the Largest, Most
Improved, and Most Complete Line of
Machinery for Flour and Feed Mills,
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MONARCH BALL BEARING FEED GRINDERS WILL ALWAYS ➔ SOLVE ALL YOUR TROUBLES ➔ DON'T FORGET : DIRECT CONNECTED MOTOR DRIVEN Ball Bearing Feed Grinders and Corn Crackers OUR SPECIALITY

You cannot afford to operate your plant without one of these "Monarch" Mills, because of the large amount of power saved, or the tremendous increase in capacity, that you will obtain with your present power, guaranteed never to get out of tram. TRY ONE OF THESE MILLS. It DON'T pay to wait.

SPROUT, WALDRON & CO.,

WESTERN OFFICE
MONADNOCK BLK. - CHICAGO

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BUILDERS 320

Established in 1866
Agents Wanted Everywhere

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613 McKay Bldg., Portland, Ore.



No. 142 "STANDARD" GRAIN AND SEED CLEANER

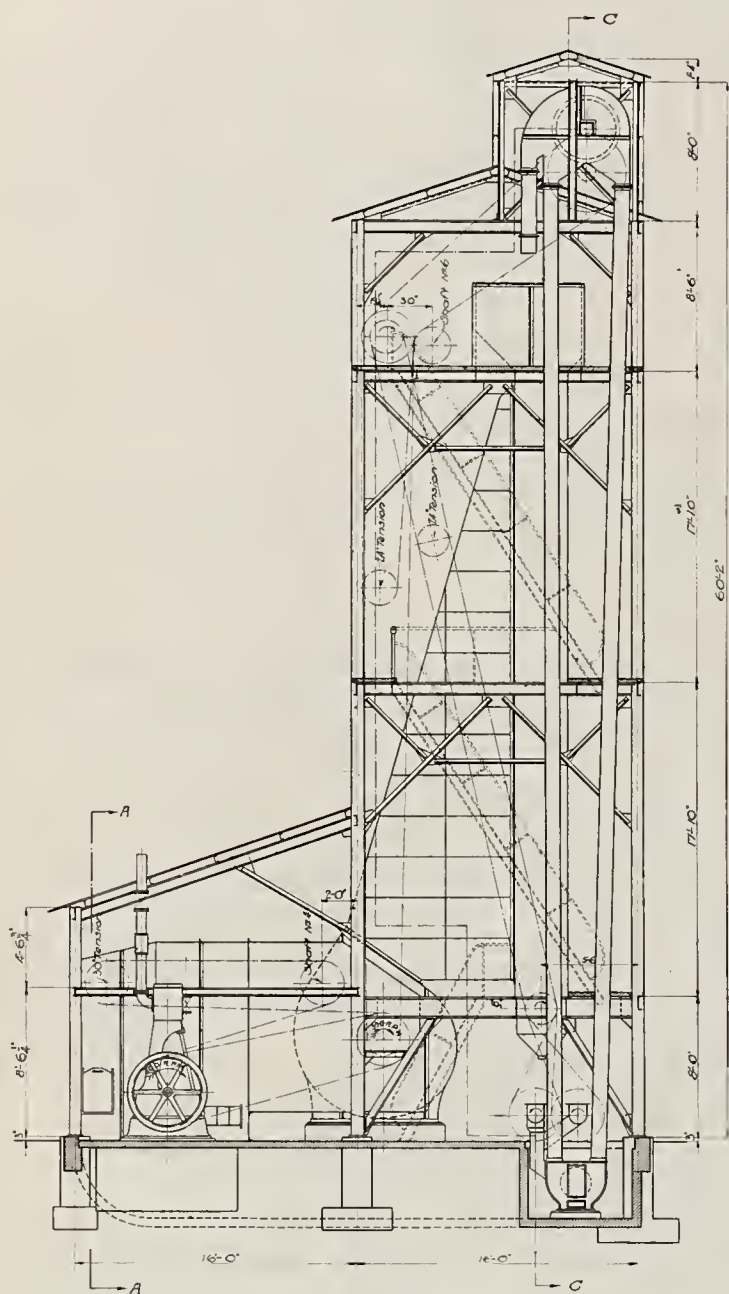
EQUIPPED WITH SCALPER SCREEN, TRAVELING BRUSHES, BLAST REGULATOR AND SINGLE DRUM

THIS machine is built with a full length scalper screen, which runs in an opposite direction from the two lower screens, and it will clean stock in one operation that would otherwise require two runs on a two screen machine. The lower screens are equipped with *Traveling Brushes*, and the Cleaner is also equipped with our Patented *Blast Regulator* which entirely eliminates the use of *Double* or *Divided Drums* in any width of Cleaners desired, and insures a perfectly *Even Blast* the entire width of the Drum. This is one of the most vital points to be considered in choosing a Cleaner, and commends the Standard to those who desire a Machine for the highest quality of efficiency. This Cleaner is of large capacity, and is A1. for Receiving, Grading and Cleaning Grain or Seeds of every variety. We will be pleased to forward full particulars on request. We manufacture a complete line of the *latest improved and most durable and efficient Grain and Seed Cleaners* ever produced. Write us for Catalogue and Discounts.

THE INTERNATIONAL MANUFACTURING CO.

CRESTLINE, OHIO, U. S. A.

The Ellis Drier Company



Cross Section of Rosenbaum Bros. Drying Plant,
Toledo, Ohio

The cross section as shown above is that of the drying plant recently completed for Rosenbaum Bros., Toledo, Ohio. The building is a steel structure throughout and encloses the drier, cooler, engine, and all elevating and conveying machinery. Particular attention was given to the cooling facilities of this plant for the purpose of doing light drying and when operating on this class of work the plant will have a capacity of from 15,000 to 18,000 bushels in ten hours.

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Type Registering Beams



Convenient—Rapid—Economical

Dispense with all disputes between buyer and seller. Afford protection to both.

Mechanically Perfect—Cannot Make a Mistake

The beam itself records the weight—the operator merely inserts ticket and presses handle.

Full capacity of scale on one bar.

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Fairbanks, Morse & Co.

900 So. Wabash Ave., Chicago, Ill.

The Sidney Chain Drag Feeders



Style A



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THE above Drags are complete and consist of the following: Cast Head with Tightener Sprocket, Shafts and Bearings; Cast Adjustable Rake-off with Sprocket, Shaft and Bearings; Cast Ends with Sprocket, Shaft and Bearings; Cast Iron Lining used in bottom of Drag Box; Wrought Iron Return Track for the Drag Chain to return on. The only difference between Style "A" and Style "B": Style "A" is complete with wood bottom box and return box which we do not furnish with Style B. All iron bearings are babbitted and furnished with oil holes.

We manufacture five different style Corn Shellers, also Grain Cleaners, Wagon Dumps, Grain Feeders, Manlifts. Everything for an Elevator from basement to cupola.

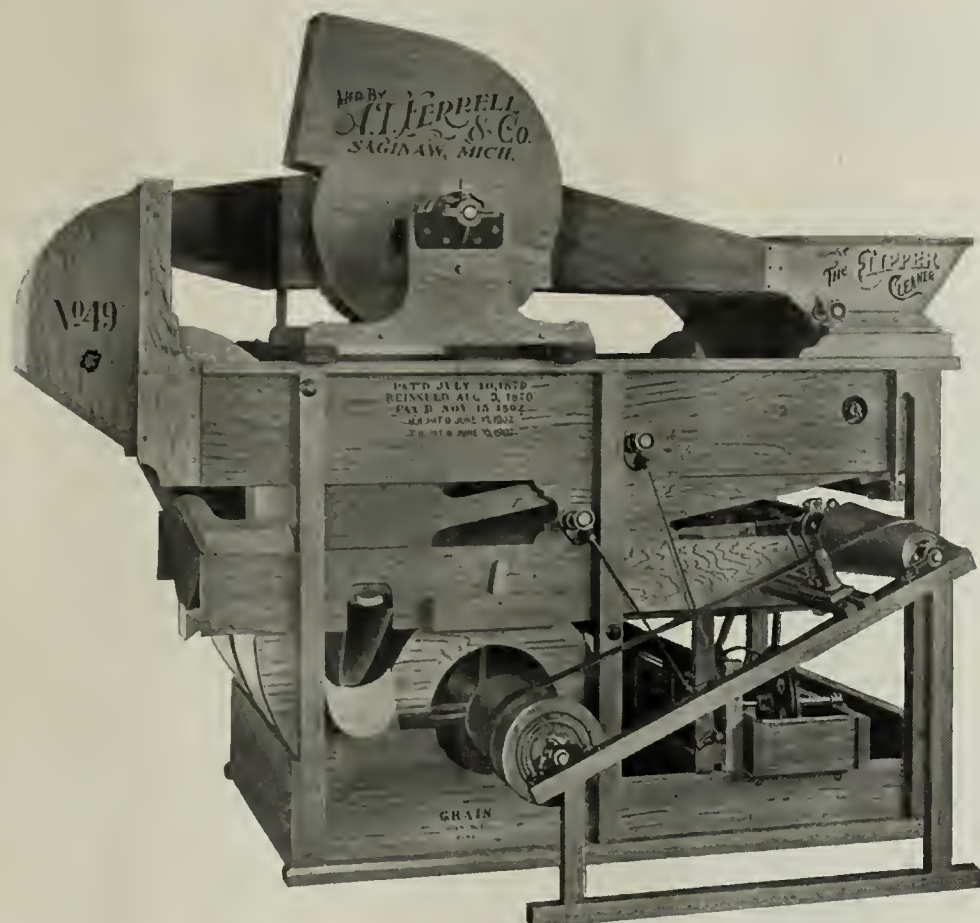
Write for our complete Catalogue No. 25.

The Philip Smith Mnfg. Company

Sidney, Ohio

A Complete Stock Carried at Enterprise, Kan.

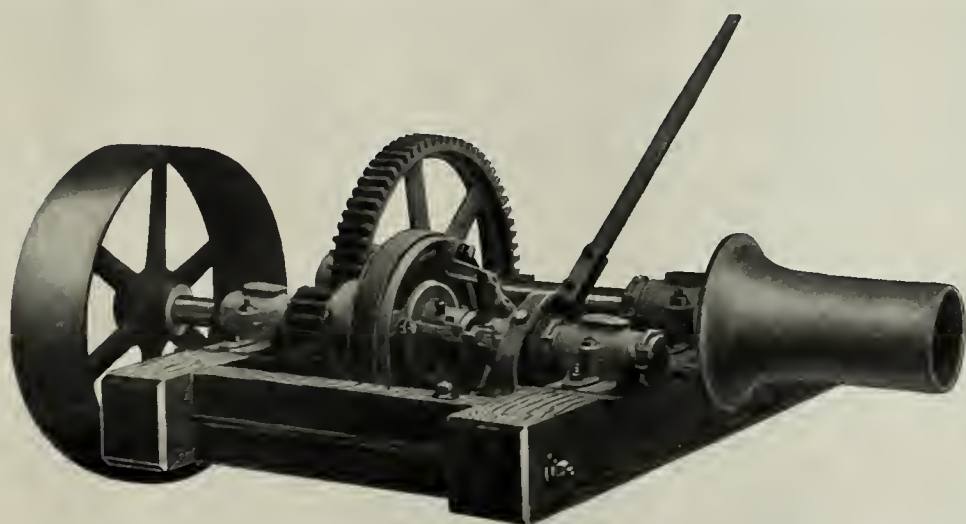
"Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

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What Really Counts

in selecting mill and elevator equipment is the quality of service you can obtain

N & M Co. **Elevator Equipment**

has everywhere given such superior service that hundreds of users testify of its ability to make good our claims for it.

Sixty years of uninterrupted success for "N & M Co." equipment is its unrivalled record.

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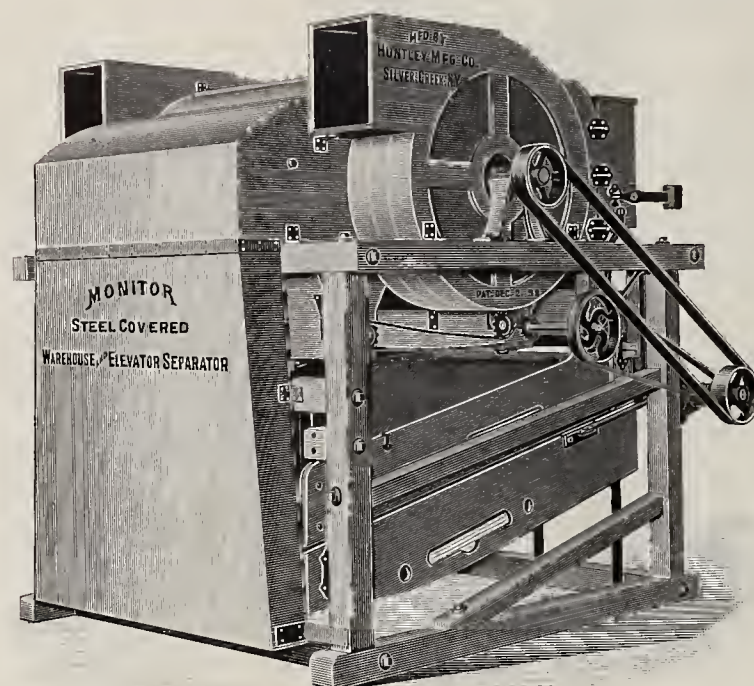
America's Leading Mill Builders

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SIXTY YEARS OF SUCCESSFUL MANUFACTURING

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FIREPROOF GRAIN CLEANERS

Practically Indestructible From Any Cause

Machines that fire will not destroy or that years of hard service will not cripple are what the modern elevators are being equipped with today. We are building several styles of "Monitor" fireproof cleaners and have been supplying these during the past ten or twelve years to a majority of the most up-to-date fireproof elevators built everywhere in the United States and Canada during that period.

All the desirable features that have made our standard construction "Monitor" Cleaners famous the world over are embodied in these fireproof types. We simply take our standard machines and make them fireproof. We use the same patterns throughout that we have used in building thousands of our standard cleaners and are therefore able to guarantee the same wonderfully perfect air and screen work for these fireproof "Monitors."

For simplified, economical work there is nothing anywhere near approaching the "Monitor." Their adjustments are manipulated with ease, and positive regulation—screen and air work—are controlled in a positive, accurate manner. Why not investigate what's doing in fireproof machines—our new catalog No. 45 will tell you. You are welcome to a copy.

HUNTLEY MFG. CO., Silver Creek, N. Y.

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The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, MAY 15, 1912.

No. 11.

THE BILL OF LADING

Congress is still wrestling with the Pomerene bill of lading bill, and judging from the ordinary behavior of Congress at this season, and especially in May of a presidential year, there is little hope of the bill's going through before the winter session. In any event, bill of lading legislation to be effective must be enacted by all the states as well as by Congress. And in order that this end may be achieved sentiment favorable to state as well as National legislation must be created. It was with this view that President L. E. Pierson of the National Bankers Association went recently to Louisiana to talk on this subject to the Louisiana Bankers' Association, in convention at Covington late in April, where he recalled to the recollection of bankers that in the past several years no less than ten millions of dollars has been obtained by swindlers of banks and railroads through fraudulent bills of lading or documents attached.

"The bill of lading frauds of Knight, Yancey & Co. in the cotton trade, amounting to over \$7,000,000," said Mr. Pierson, "of Durant, Elmore & Co. and others in the grain trade, amounting to \$2,000,000 more; of Emerson, Marlow & Co. in the butter trade, amounting to many thousands of dollars, with many similar frauds in the last two or three years, have so clearly demonstrated the weakness of the bill of lading as an instrument of value that there has been threatened, and only narrowly averted, a complete disarrangement of our financial methods of handling the great staple crops of the country; and there does not exist in any quarter, even with the railroads themselves, any doubt of the absolute necessity of strengthening the document in order to avoid a very serious situation, which under present conditions is likely to break out at any time." After discussing the subject at length Mr. Pierson proposed the following remedy:

"First—Secure prompt passage in all the states of the bill of lading act of the Commissioners on Uniform State Laws, and the enactment by Congress of legislation which will hold the carrier for bills of lading signed by agents, whether with or without the receipt of the goods.

"Second—As Congress two years ago increased the powers of the Interstate Commerce Commission, whose authority is now ample to govern the railroads upon the methods of issuing bills of lading, I would suggest that the Interstate Commerce Commission be vigorously petitioned to order—not rec-

ommend or request—but order and require all railroads to issue order bills of lading.

"1. On a uniform blank with proper uniform provisions.

"2. Filled out in ink or indelible pencil.

"3. Signed in ink with stamp of issuing office, near signature.

"4. To establish central checking offices and there use the methods now in use by the Central Bureau, with improvements thereon, to check promptly the

THREE BUFFALO ELEVATORS.

Buffalo is the greatest transfer market for grain in the world, the navel of the great lakes, the distributing point for the East and handler in ordinary of the grain going abroad from both the United States and Canada. With elevator facilities unsurpassed, Buffalo transfers the grain assembled in the West from the great lakes carriers to the cars of fifteen lines of railway that gridiron the Atlantic Coast States and carry the grain, flour and feedstuffs grown and made in the overflowing West to the busy factory and commercial cities of the East and Southeast.

Among the many elevators at Buffalo the pictures in this issue show three characteristic houses of the newer type now in operation there. These are the Wheeler, Evans and Monarch Elevators, owned and operated by The Wheeler Elevator Co., 721 Chamber of Commerce, of which A. J. Wheeler is president and Geo. E. Pierce manager.

The Wheeler Elevator, shown on this page, was built by the Monarch Engineering Company, H. R. Wait, president, and was completed in the fall of 1909. It is built of reinforced concrete and steel and is absolutely fireproof. It has a capacity of 750,000 bushels. There are two inside legs which have a handling capacity of 30,000 bushels an hour. The marine elevation leg has a capacity of 18,000 bushels an hour. The building is located on the Buffalo Creek Railroad and is accessible to any railroad entering or leaving Buffalo, and can handle boats of the largest draft operating on the Great Lakes.

The owner of the Wheeler Elevator, Mr. A. J. Wheeler of Buffalo, is the owner of the Monarch Elevator, also a fireproof elevator of steel construction, built by the Steel Storage and Construction Co. of Buffalo (since retired from business), of

which Mr. Wait was chief engineer, so that he is entitled to the engineering credit for both elevators, which are believed to be the most economical to operate in the city of Buffalo.

The Monarch Elevator is operated in connection with the Evans Elevator, which is owned by George E. Pierce, also of Buffalo, the latter gentleman being manager of both the Monarch and the Wheeler Elevator properties. Both these elevators are shown herewith. The Evans Elevator is much older than either the Wheeler or Monarch houses, but it is in perfect physical condition from cupola to basement and is doing the best of work and as economically as the better class of strictly modern houses, having



THE WHEELER ELEVATOR, BUFFALO.

Built by the Monarch Engineering Company of Buffalo.

issue of all export and domestic order bills of lading.

"5. To require the proper taking up and canceling of bills of lading upon surrender of goods.

"6. To establish any other practices which will safeguard the issue of bills of lading."

Where the strike by freight handlers affects also the clerks, there are some delays in the handling of grain, so far unimportant, and fortunately at this time there is probable a gradual betterment in this situation here—but this disturbance has necessitated the handling of some poor grain by special guarantee to the buyer against unusual delay.—Pope & Eckhardt Co., Chicago.

during the past two years been completely remodeled and brought up to date in every respect.

The combined storage capacity of the three houses

objections of those who have been of the opinion that to combine all of the commodities under one measure would be unfortunate because it would

Whittaker, the former the chairman of the committee, voted against the grain bill, while Chairman Lamb reserved the right to file a minority report against the cotton proposition. It is understood that he will probably do so. Mr. Whittaker was of the opinion that there had not been enough consideration of the grain measure to warrant the committee in acting. The response was made that the grain future business is on a basis very similar to cotton, and that while the form of contract was less objectionable in grain than in cotton, the principle involved in the two was substantially the same. There was a good deal of discussion among members, the final result being as indicated.

"The report is interpreted to mean that the proposition will certainly be brought up in the House at an early date for action. It is asserted by Representative Burleson, the strongest advocate of the legislation, that the majority in favor of the cotton bill will be decidedly larger than it was when the proposition came to a vote two years ago. He feels less interest in the grain side of the discussion.

"The fact that the grain bill has been reported by the House committee is expected to help the committee on the proposition in the Senate because there are some insurgent Republicans who desire to have the action extended to grain. There has been an understanding that they would only vote for cotton if grain futures were included. If that should be done in the Senate and the bill should come back to conference committee, it would be a good deal easier to get an agreement in view of the action of the agricultural committee. The situation now bids fair to reach a crucial joint in the comparatively near future."

At another time the same journal said: "Considerable investigation has been devoted to the prospects of the bill in the Senate. The result has been to show that more difficulty will be encountered there than had been expected. Among the Southern men who are expected to oppose the measure are Senators Bailey of Texas, Bankhead of Alabama, and Percy of Mississippi. How many others can be induced to take sides against the bill is not



EVANS ELEVATOR, BUFFALO, NEW YORK.

is 1,500,000 bushels. They are all provided with cleaning machinery, but that of the Evans Elevator is perhaps of the latest designs. The machinery was all made by the Huntley Manufacturing Company of Silver Creek, N. Y., and includes the following machines: In the Wheeler and Monarch Elevators, No. 11 Blowing Machines; in the Evans Elevator, No. 11 Clipper, No. 10 Separator, and four Special Separators, the latter being new and constructed for special work, the Evans Elevator being the only house east of Chicago having these machines. The Company is therefore in position to handle any class of business which may be offered to it, and is recognized as the leading elevator interest at Buffalo, having during the season of 1910 handled over 22,000,000 bushels of grain.

ANTI-FUTURES BILL.

Contrary to expectations, based on implications of members of the sub-committee of the House committee on agriculture, the latter committee, on April 17, voted to make favorable reports on the anti-futures bills before them, to-wit, the one by Representative Beall of Texas (Dem.), dealing with cotton, and the other by Representative Lever of South Carolina (Dem.), relating to corn, wheat and oats. The report on the cotton bill was unanimous. Two Northern members voted against the grain bill, and the Southern members refrained from voting upon it.

The bills are similar to those presented two years ago, which died with the session. The cotton bill (Beall bill, so called) is identical except for a few minor modifications with the Scott and Burleson measures. The grain futures measure, the Lever bill, is substantially identical with the other, the necessary changes, of course, being to adapt it in application to grain, cotton being omitted because dealt with in the companion measure.

"The action thus taken was a compromise," says the Journal of Commerce, "and was intended to meet the views of those who thought that future trading in all articles should be dealt with on a uniform plan, while at the same time meeting the

tend to hamper the progress of the cotton futures proposition.

"It will now be possible to act on the bills sep-



MONARCH ELEVATOR, BUFFALO, NEW YORK.

arately, and the understanding is that the cotton bill will probably be passed, while the grain measure may or may not be. Representatives Lamb and

known; but with the insurgents favoring it, as it is believed several of them will do, it would be necessary to get a considerable number of Demo-

cratic Senators to oppose the plan in order to hold it up.

"Friends of the bills have been considering the question whether, if they should be asked to accept the bill of Senator Smith of South Carolina as a substitute, they would feel able to do so or not. The Smith bill simply requires that all future contracts shall be expressed in terms of some standard grade of cotton as determined by the Government. It is the feeling of the anti-futures men that this provision if enforced would do much to carry into effect the plans put forward in the Burleson bill, although they do not think that it would be as satisfactory as the latter. They are, however, distinctly contemplating the possibility of a compromise, whereby they would accept the Smith bill in lieu of their own, or perhaps make a sort of combination of the two."

[For the "American Elevator and Grain Trade."]

THE CROP REPORTERS—A DEFENSE.

BY P. S. GOODMAN.

It was a much-berated and long-suffering fellow who justified his defense and minimized his importance by saying that, "Some time the worm will turn against its aggressor." In a similar frame of mind, I take up the defense of the much-berated and long-suffering crop reporter, who for years has remained silent under the charges of those who have suffered from his pestiferous habit of digging up unwelcome information at inopportune times, who has gone about his way in humility and meekness, smiling under the language debasers who have twisted his title and shorn his honors by their reproachful nickname of "crop liar."

I am moved to this work of presenting his defense by recent hammering by several knockers condemning the gathering and the publication of what they term "sensational crop reports." I presume "sensational" is used in the sense of "false," for the context of their utterances give this definition. One of the chief abusers, an Eastern man, remote from the grain belt, without any information of his own of growing conditions, has been insistent in denunciation of the elderly gentlemen who suffer the inconveniences of travel that they might enlighten the world—first their employers. This solitary voice in the wilderness shouting for darkness might pass unnoticed, as it has for a long time, and the infirmities of his mental attitude ignored; but lately another cry against the "sensational crop reports" has been wailed at a Kansas City gathering, and heralded in the trade press. At this same period comes the first of the semi-annual denunciations by the sage of Kansas of "Chicago experts who have been killing the crop from Pullman car windows," accompanying this stereotyped diatribe with a state report worse than that sent out by the Chicago experts who were traveling over his favored land.

I believe in fighting squarely, of talking straight at the man or men one is after. I have searched diligently for specific instances of the crop experts doing violence to the crop, of downright lying, of giving out unreasonable, unfounded statements. Being myself somewhat in the crop expert line, I have the pleasure of the personal acquaintance of most of the men who follow the road, when the grain is going to its destiny in the fields, and I know them all to be honest, truthful and exceedingly careful observers, and conservative in their language. I may differ from them when they enter the role of minor prophets, but when they talk of what has happened to the wheat, the corn and the oats, they give it straight. I admit that their news is sensational—very sensational at times. I have gone through some of the bad situations in this country and lent my "piping notes" to the chorus of calamity howling, and I have not once run into a situation which had been overdrawn by any of the crop experts. If these men who are so active in denouncing the "sensational" character of some of the news which has been put out would only give instances where the statements were false, instead of emitting generalizations, it would be better for them and I know more consoling to the men who are putting out the gossip from the fields.

I sometimes think that, after all, it is simply selfishness which actuates the attack on the characters of most estimable gentlemen—that selfishness which disagrees with the more enterprising business men who are willing to spend money to get information and to get it right. I may be wrong, but when the attacks come from those who do not have any knowledge of their own, I am constrained to impugn their motives as other than a desire for exact justice.

Back of all these reports of the attacks is the ever changing market and the desire of all therein engaged to get the best of the quotations and the best of the other traders. It is the market that develops the crop experts, that incites the gossip. I know that there is a lot of irresponsible, reckless stuff that comes over the wires and which is thoughtlessly given publicity by reliable firms. The business is done at such a high pressure that gossip goes out uncensored, on the theory that it is better to make it public and investigate afterwards than to run the risk of being wrong. One of the aggravating cases of this kind of false "dope" was wired from Kansas City to Chicago the other day. The Coburn state report, with its low condition and its extensive winter killing, was accompanied by the statement: "Coburn makes the crop 95,000,000." Mr. Coburn did nothing of the kind, and the man who sent the wire knew better, but it served its purpose. But such kind of reports never comes from the trained crop reporters; they have too much self-respect, too much regard for their reputations, to deliberately mislead the public, even for a fleeting chance to "skin" the market. As the attacks on "sensational reports" have had reference only to bull reports, I dare say there will not be any denunciation of this Kansas City interpolation of Coburn's report from the men who have been on the firing line. There has been none thus far.

Sensational crop reports are to be expected as long as the grain must make its way under nature's soil conditions, light and rainfall, or lack thereof. Usually the sensational reports are regarded as false when they first come to light, regarded as false by those who put their opinions against the facts, or who, because of constant derogation, regard all crop experts as crop liars. These sensational reports are not always accepted by the people who get them, by the people who pay for gathering them. I know of trading houses laughing at and deriding the reports of their own men, of their own correspondents. When the wheat fields of South Dakota dried up in a few days last year, the sensational character of the reports was derided in nearly all the markets, for it was inconceivable that such a calamity could happen so quickly. Yet the experts were right; and when the Government report was issued, the damage was found to have been far greater than any of them had claimed.

As a tribute to the honesty of the crop experts, it can be said without successful contradiction that the Government reports, which are final and accepted as accurate, have been fully confirmative of the views of the men who have gone over the fields. There have been occasions when prophecy appeared to be justified, and when later conditions overcame the trouble; and to that extent made the reports appear "sensational" in the sense of being false; but such occasions have been few. I recall the most important—the green bug infection of southern Kansas in 1907. The fields, to every human appearance, indicated destruction, such as had occurred in Texas and Oklahoma. All the experts were wrong—one of them so badly wrong with his estimate of 39,000,000 bushels for the state that he quit the business in disgust. Our old sage of Kansas, Secretary Coburn, who had been issuing reports monthly for several years, called on his correspondents at the height of the infection and issued as sensational a report as any one, with an abandonment for the state of 1,500,000 acres and a condition of 56, indicating a crop of 55,000,000 bushels. The Government, happily, through its field agents, rectified its reports, and made a condition of 60 without reference to further abandonment. Kansas that year harvested 1,000,000 of the supposedly abandoned acreage and a crop of 73,000,000 bushels; the belligerent Kansas Secretary

of Agriculture retired from frequent periodicity of reports. Since then he has confined himself to one in the spring and one in the fall, based upon the returns of the assessors; and through that curious strain of human nature that uses its disappointments to condemn others, the Kansas Secretary never fails to denounce the poor fellows who ride over the Missouri Pacific from Wichita to Larned over the Santa Fé from Great Bend to Scott City, and over similar bone-racking roads in antiquated coaches, as "the Chicago crop liars" who defame the state from "Pullman car observations." It is also curious that ever since that time Kansas has not been able to gather a wheat crop of ample yield, and continues to confirm the reports of the crop experts.

A "sensational" crop reporting year was that of 1908. The July 1 condition was showing badly on the wires of the experts, and the Government report, with a reduction of 30,000,000 bushels in the month, was adequate confirmation. In the midsummer month the hosts invaded the Northwest and found black rust; and again the Government came to their support with a reduction of 28,000,000 bushels.

It was not until August of 1909 that the boys found trouble; and that was in the corn fields of the Southwest. The trade laughed at their plaintive statements, and when they said there had been a loss of 250,000,000 bushels in the prospect, they were denounced. The Government came to their help with a reduction of 342,000,000 bushels in the prospect, and a condition that ran 2 points below their lowest estimate.

It was in 1910 that the experts kept the markets in a stew; the big winter killing, coming to a high price market, was irritating; and I was told of two experts who were not permitted to ride over central Kansas in daylight because their firms were short and wanted bear news. The Government gave a worse winter killing in Kansas, Missouri and Nebraska than had the most nefarious of the experts who had estimated it. The market, though, did not get any help, for the wheat east of the Mississippi was abundant. In June of the same year the dry area settled over the Northwest, and again the experts were thought to be heat or thirst crazed; but not the wildest guess of the bewildered expert was as bad as the Government report in July, with the prospect cut in half.

Last year developed a lot of reputation for the experts and increased the number of those who regarded them as crop liars. They began with the oat crop; they slaughtered the winter wheat; they hiked to the Northwest when trouble began to brew; they came back and killed the corn; and their worst assertions were confirmed in the smallest cereal crops of years.

Coming down to this spring, the trade was wildly exuberant over the ideal conditions of the winter. All but the experts forgot the water-soaked lands that froze up with zero weather before the generous snows fell. The scientific crop fellows, those who keep constantly in touch with every part of the grain belt through correspondence, began to talk of a lot of winter killing around March 1, and their claims were met by a volley of circulars from the bears who had Ed. Lichstern broke without his knowledge—a volley of facts as to the benefits of snow covering, with comparisons made with other snowy winters. The experts got into line at the end of March and found real trouble; and the trade derided them as sensational. I had the audacity to predict a 30 per cent killing in the "American Elevator and Grain Trade" early last month for the three states of Indiana, Illinois and Ohio. The experts and the actual killing were progressive through the month of April; and the Government, that final non-appealable authority, made the killing in those three states over 45 per cent—made it 20 per cent for the country at large.

After all these facts, I wonder what those fellows who were condemning the experts now think of their fulminations. I have expressed myself too forcibly perhaps, but I know the worth of the wandering tribe of experts who have been damned from generation to generation, and possibly no worse in these days than in the seven lean years of Egypt

when those attached to Joseph's graneries came down the Nile with their "sensational" reports.

[For the "American Elevator and Grain Trade."]

LEADING BOSTON WHOLESALE GRAIN DEALERS.

BY L. C. BREED.

As would naturally be expected in case of a city as old as Boston, some of its leading grain concerns were established many years ago, in some instances by the fathers, and in a few cases by the grandfathers, of the present proprietors. Furthermore, very few of the organizers of many firms are now living. Owing to the death of the active men identified with some old-time houses, these concerns have gone out of business. Probably the oldest man who was in former years engaged in the flour and grain business in Boston is Ralph Butler, who on May 5th celebrated his birthday at the age of 99. The next oldest was David Slade, who died recently, aged 92 years. J. E. Soper, now 88 years of age, is among the nestors of the trade in this section of the country.

A feature of the wholesale grain business in Boston is the fact that nearly all the firms identified with it have offices in the Boston Chamber of Commerce Building. Owing to the fact that nearly all New England towns take the Boston freight rate, very little grain is carried in store in the city, that is intended for use in the domestic trade—no more, in fact, than is required to supply the local market. In consequence of this, the New England retailers are supplied with grain which is shipped either from the lake ports or from Western interior points.

In the year 1856 J. E. Soper started in business in India Street, handling flour, produce and provisions. H. B. Moore came into the business in 1872, and the firm gradually drifted out of the produce and provision trade and enlarged its business in feed. Later on more attention was given to grain, more particularly seed grain, and the flour department was eventually abandoned. In 1893 Walter Smith entered the employ of the firm and took charge of the books. Soon after the call for volunteers for the army in the war with Spain, Mr. Smith enlisted. After this service he re-entered the service of J. E. Soper & Co. and spent the following five years on the road in New England. Later on he became a member of the firm.

As Mr. Soper was the pioneer of the cotton seed meal business in New England, the circumstance of its first introduction is of interest. As nearly as Mr. Soper can recollect, about the year 1865, T. D. Heathfield, then doing a merchandise brokerage business, had five tons of cotton seed cake consigned to him, and being unable to sell it he induced Mr. Soper to take the cake on sale. After a good deal of labor it was finally disposed of, and Mr. Soper advised Mr. Heathfield to write his Southern correspondents to grind it up in the same way as linseed meal is ground, which had been for some time on the market and for which there was a limited sale; for in that form he thought the new product would be more likely to be used by the New England feeders.

Mr. Soper, though retired from business, is still in fair health at the age of 88 years. The company has its office in the Chamber of Commerce, having taken quarters in the building as soon as it was completed in 1891.

CHARLES F. MARDEN was originally with D. W. Ranlet, and later on when the D. W. Ranlet Company was formed he continued with the new concern, being with both in all six years. Three years ago he became the New England representative of Edward R. Bacon, the extensive and well-known Chicago grain shipper, who caters to the wants of the domestic trade in corn and oats.

The business of RODNEY J. HARDY & SONS, shippers of grain and mill feed, was established in 1873 by Rodney J. Hardy, the father of Rodney T. Hardy and William E. Hardy, who now constitute the firm. Rodney T. Hardy entered the business in 1879, which at that time was devoted to handling wool, flour and oats. Later on the firm confined its dealings to grain and feedstuffs. William E. Hardy entered the

firm in 1897. Rodney J. Hardy died in 1904 at the age of 76. Even up to the year of his death he was actively engaged in the business and devoted much of his time to visiting the customers of the firm. Mr. Hardy was originally a member of a large jobbing dry goods firm which was burned out in the great Boston fire. R. T. Hardy has served on the transportation committee and is now on the inspection committee.

The firm of P. J. O'TOOLE & Co. was established by P. J. O'Toole, who at the age of fourteen entered the employ of John Bingham and continued in the office for several years. He next formed a connection with Lohrke & Company, and later on was with A. Fred Brown Commission Co. For the past seven years and up to the time of his death, March 30, 1912, at the age of 39 years, Mr. O'Toole did business under the present style. His brother, Andrew L. O'Toole, and Frank C. Hughes, will continue the business as heretofore, under the firm name of P. J. O'Toole Co. Mr. Hughes was in the employ of John Bingham at the time he was engaged in business in Boston. The firm is principally doing a grain for-



RALPH BUTLER,
Dean of the Boston Grain and Flour Trades.

warding business for export, largely of Canadian wheat. The office of the company is 511 Chamber of Commerce.

One of the oldest and most widely known of the grain firms of Boston is that of NOYES & COLBY. Frank A. Noyes, the senior partner, entered the employ of the firm of Aldrich & Cressey in 1873. Ten years afterwards the firm of Cressey & Noyes was established, and in 1893, on the dissolution of that firm, the present one was organized. For the past twenty years the firm has confined itself almost wholly to the sale of corn and oats. Mr. Noyes has served on the directory of the Chamber, and also has served a term as vice-president. The offices of the firm have been in the Chamber since its organization.

THE GEORGE F. REED Co. does a general brokerage business in grain and feed, and also conducts service as export forwarders of grain. The concern is the logical successor of D. K. Reed & Son, who started in this line of trade in 1882. Its principal business is handling grain for domestic and export markets, acting as the representative of some of the leading Western shippers. Geo. F. Reed, who established the company, died three years ago, but connected with the company, as treasurer, is D. K. Reed, his father, who has been engaged in business for over sixty years. The company is managed at the present time by J. E. Southworth, who has been actively interested in the grain business both in the domestic and export lines for the past twenty years.

The firm of T. D. HEATHFIELD & SON was formed

in 1898, being composed of T. D. Heathfield and A. S. Heathfield. T. D. Heathfield at his death in 1903, at the age of 81, was at that time the oldest active member of the Boston Chamber of Commerce, and had been identified with the grain business of Boston for over forty-five years. Since his father's death, Mr. Heathfield has continued the business, which consists of a strictly brokerage business for the account of shippers of grain, hay and feed. The firm has a large number of correspondents in New York, Ohio and Michigan. It makes a specialty of chicken feed wheat.

HENRY JENNINGS, 607 Chamber of Commerce, has long been identified with the grain trade of Boston. He was born in this city in 1857 and educated in the common schools. In 1872 he was employed by Richardson & Co., who later on removed to Chicago. The principal part of his work was sampling stuff in the cars, for in those days there was no official sampler. After about seven years of this and other office and outside work, Mr. Jennings was promoted to the position of local salesman, and in 1880 he became a traveling man for the firm, and four years later was induced to enter the employ of B. D. Brown & Co. of Boston in a similar capacity. About two years after the firm failed, and Mr. Jennings returned to his former employers, with whom he remained for fourteen years. In 1897 Richardson & Co. made Mr. Jennings their New York representative. Two years later he concluded to enter the grain brokerage business for himself, and opened an office in the Boston Chamber of Commerce and has since successfully represented Western grain shippers in New England.

SETH CATLIN, JR., who is the son of Seth Catlin, chief grain inspector of Boston, started in the brokerage business here two years ago. He was formerly with Geo. F. Reed Company, and previously had been in the employ of J. E. Soper & Co., for whom he traveled in New England, thus making in all about eight years of experience in Boston. Prior to coming East, Mr. Catlin had three or four years of experience in Chicago. He represents Western grain and feed shippers.

The business of C. M. COX Co. was started November, 1886, in a very small way, with office at 188 State Street. It was then a partnership, including Chas. M. Cox and Fred A. Wilcox. The firm moved to larger quarters at 10 Broad Street in 1888 and Mr. Wilcox retired from the business about 1890. The firm was one of the first to occupy the Chamber of Commerce Building in 1891 and has since been obliged to expand and now uses four offices instead of one, as formerly.

John W. Cox, since its incorporation acting as vice-president, came to be the active manager of the business in about 1896. The policy of the management has been to bring up and educate young men who have gradually advanced to positions of higher authority. Frank J. Ludwig, since its incorporation acting as treasurer of the company, came into the business on August 21, 1894, and has during the last four years been the active head, assisted by Herbert L. Hammond, secretary. For many years the policy of the company was to conduct the business without traveling men, depending on postal card quotations, etc., but for the last dozen years or more the value of traveling salesmen has been recognized, and the house now employs ten traveling men who are so located that they cover the entire New England States and part of New York state. Harry L. Vaughn has come into the business within the last six years and is now one of the active managers and a director in the company.

As an offshoot of the business, a manufacturing and storage plant was established in 1904 at St. Albans, Vt., called the St. Albans Grain Company, the officers of which are the same as those of the Chas. M. Cox Co. At that point there have been provided large storage facilities for handling sack feed and an opportunity has been afforded to work out ideas of the officers of the company in respect to combining different feeds and making mixtures, etc. The trade name given for these combines is "Wirthmore," which is used only on feeds of high merit. The plant at St. Albans is operated by electric power and is on a steadily increasing basis, being

at this time probably one of the largest milling and storage plants in New England.

The Boston office of CHAPIN & Co. of Hammond, Ind., manufacturers and shippers of uniform dairy rations and the feed known as "Ajax Flakes," was opened in the fall of 1890, with Jay Chapin as manager. Sixteen years later Mr. Chapin resigned to enter the employ of the Corn Products Company, and was succeeded by A. H. Merritt. In March, 1911, Mr. Merritt resigned and A. R. Bell was appointed New England agent for Chapin & Co., in which capacity he continued to represent the company.

The D. W. RANLET COMPANY, which was incorporated in 1906 with H. J. Wood as president and R. C. Taft as treasurer, was originally established by D. W. Ranlet in 1861. Mr. Ranlet, who died in 1906, had been at times associated with other parties, the concern having done business under the style of Ranlet & Aldrich and later on as Raulet & Knowles and on the withdrawal of Mr. Knowles, Mr. Ranlet continued under his own name. The older members of the Chamber will recall the fact that Mr. Ranlet was often requested to act as referee in cases of claims which some firms had against their fellow members. For several years D. F. Parker has been identified with the business, having charge of the specialties of sample wheat, barley screenings, etc. The company devotes its attention to corn, oats and feed, in the sale of which it covers the New England states.

H. F. Webster and A. K. Tapper in 1906 formed the co-partnership of the WEBSTER-TAPPER COMPANY. Mr. Webster began his connection with the grain trade in 1885 with Dodge, Sanborn & Co., which later on became Dodge & Wade. From 1900 to 1906 Mr. Webster was with the Norton-Chapman Company. Mr. Tapper was with D. K. Reed & Son from 1890 to 1906. Many of the concern's customers have dealt with it ever since the business was originally founded. The concern handles grain and feed throughout New England. According to Mr. Webster both members of the firm entered the grain business under the old conditions, which he claims were as follows: Open up at 7:30; thirty minutes for lunch, go home when through and no vacation allowed.

EXCESS OF CONTRACT QUANTITY.

The Millers' Gazette of London prints part of the opinion of the court when entering judgment in the case of Shipton, Anderson & Co., vs. Weil Bros. & Co., the question being the status of a contract with 55 lbs. tendered in excess of the contract quantity (4,950 tons). [See p. 609.] The court said:

I wish to add this. The reason why an excess in tender entitles a buyer to reject is that the seller seeks to impose a burden on the buyer which he is not entitled to impose. That burden is the payment of money not due. It is *prima facie* no burden on the buyer to have 55 lbs. more than 4,950 tons, more weight than he wanted, offered to him, and there is nothing to suggest that the sellers here would have ever insisted or thought of insisting upon payment of the 4s over the £40,000. The seller's original appropriation was, as I have pointed out, within the quantity, accepting Mr. Maurice Hill's contention, which as I have said is the right one, as to the meaning of the quantity clause. The 55 lb. appears when they have converted the quantity shipped from kilos into tons; it only appears in the provisional invoice, and the buyers rejected, as I have said, before they actually received the document. If the sellers had expressly or impliedly insisted upon payment of the 4s and asserted their view of the contract, and insisted on the right to have it agreed to, the case would have been different, but nothing of that kind can be supposed to have taken place here.

A cargo of Canadian feed wheat was bought on May 4 by Shaffer-Stress. It was loaded at Fort William on the 6th and will be brought here, the duty paid, and the grain will go into consumption. The cargo totals 80,000 bu. Another cargo of 90,000 bu. Canadian flaxseed was also bought to come here.—Chicago Record-Herald.

Philadelphia reports an increase of wheat exports for the first quarter of 1912 of 1,790,000 compared with same quarter of 1911. The total wheat movement for the last four months was 3,072,623 bushels, compared with 1,282,398 bushels last year. In the same period flour exports aggregated 303,060 barrels, an increase of 13,504 barrels over 1911.

[For the "American Elevator and Grain Trade."]

TWO NEW PLANTS—BOTH INTERESTING IN VALUE.

BY N. L. WILLETT.

I give below a description of a new velvet bean known as the "Yokohama," and also a description of "Colorado Grass." There are not more than a dozen bushels of "Yokohamas" in the country now; but another season there will possibly be 400 or 500 bushels; and the year after that there will be a tremendous sale and a good stock available of this new plant. The "Speckle Velvet Bean" in Florida and in south Georgia is the principal forage plant for grazing purposes; but as it often runs twenty to forty feet and does not mature even so far as north Georgia, it has a narrow habitat, and it is almost impossible to cut it for hay purposes, it being such a rank grower. Now the "Yokohama" will mature as far north as Virginia, and a grower of it at Columbia, S. C., says that he planted it on June 20, after oats, and it matured with him in the early fall, making four to five beans to the pod and often running twenty-four pods to the bunch, and a number of bunches to the vine. The vines are nearly twice the length of those of cow peas, and as regards seeds, it makes twice as many as cow peas make.

There is no end to the usefulness of this plant when seed stocks can be had. I give below a description of it, written by my friend, S. M. Tracy of Mississippi, who has grown them several years in an experimental way. He says:

THE YOKOHAMA VELVET BEAN (*Stizolobium hassjoo*.)

"The 'Yokohama' velvet bean is an annual legume which makes its best growth during the summer, making a vine somewhat larger and more vigorous than does the common lima or sewec bean. It makes a more vigorous growth than do any of the cow peas and so is of great value for planting on newly cleared land for mellowing the sod; and it is also an excellent restorative crop for soils which are in need of nitrogen and humus. The vines contain about the same proportion of nitrogen as do the cow peas; so that a crop of three tons per acre will furnish as much nitrogen as will one ton of cottonseed meal and also provide three times as much humus.

"The 'Yokohama' velvet bean grows well on soils too light and sandy for most other legumes. It will mature a heavy crop of seed in about 100 days from planting, and can be grown successfully as far north as South Carolina and Arkansas, while moderate crops have been matured as far north as Virginia and Missouri.

"This bean makes excellent grazing for cattle and hogs from about August until the field is cleared, or will make excellent hay if cut when the first pods ripen. If not cut for hay and if not cut too closely, many of the plants will continue to grow and to produce seeds until killed by frost, but usually that part of the crop matured later than September is of little value.

"Seed should be planted about the same time as cotton, and one bushel will plant from three to four acres. The vines must be given a support, as is done for lima beans, if a full crop of seed is to be secured. Poles give the best support, but corn stalks are nearly as good and are more commonly used. The corn should be planted as early as is safe, and when it is about two feet high the beans are planted between the hills and the crop given the cultivation which is usually given to corn. The crop may be used for grazing cattle and hogs during August and September, or both the vines and stalks may be cut to use as winter forage for cattle, or the corn and beans gathered for grain feed while the vines are plowed under. The growth of the vine is not as heavy as that of either the Florida or the Lyon bean, but the yield of seed is larger, being from thirty-five to fifty bushels per acre from a fair growth of vine. It matures before either of the others are ready for grazing, and the fact that it can be gathered and the ground cleared in time to plow for oats or some other winter crop, makes it especially valuable where early

maturity with heavy yield of seed and a moderate growth of vine are desired.

"There are two varieties of velvet beans, the Florida and the Lyon, which are quite common, but both are easily distinguished from the 'Yokohama,' which has purple flowers and large flattened pods with light-gray seeds. The Florida velvet bean has purple flowers, cylindrical velvety pods and nearly spherical seeds, which are dark mottled brown or white in color, while the Lyon variety has white flowers, nearly smooth flattened pods and seeds which are nearly white in color. Both the Florida and the Lyon varieties require at least five months for maturing, while the 'Yokohama' bean will ripen well in a little more than three months."

COLORADO GRASS (*Panicum texanum*).

Following is a description of Colorado Grass. We have in the South, coming up each year, always on plowed ground, in corn, cotton and cow pea fields, etc., a grass which we know as crab grass. Now "Colorado Grass" takes the place identically of crab grass, and it produces two to three times as much. It has been very difficult to get seed of this grass, but this year seed stocks have been available.

"The Colorado Grass is also called by other names, as Austin, Dallas, Goose, Buffalo and Texas Millet. It is an annual, three to four feet high; well-known and of great value in Texas. Its chief value is hay, two to three tons per acre, two to three annual cuttings; stools heavily; rank growth, with abundant broad leaves from top to bottom; subdued by cultivation; substitute for crab grass—much better than crab grass. It comes up in corn and cotton fields and in fields devoted to this grass alone.

"After ground is set out by crop remaining on land uncut, it continues to grow on land indefinitely, but only on cultivated land. Its diameter is like Johnson grass; its reproduction after the manner of crab grass. It seeds enormously, but at different times; grows in any soil; volunteers in corn and cotton fields after cultivation has ceased. Its main crop is in the fall. Plant spring and summer about thirty pounds to the acre. Green or cured, cattle are fond of it. It can be drilled in corn rows at corn planting time and allowed to go to seed, and an easy catching of seed for reproduction can be made. Large farms in Texas are devoted to this grass alone."

GOVERNMENT OWNERSHIP A FAILURE.

Mention was made in a previous number of the failure of the Manitoba experiment at ownership and operation of the grain elevators of that province. Since that publication the details of the experiment have been published and may be summarized somewhat as follows:—

The province invested exactly \$1,001,342.04 in the purchase or construction of 174 elevators two years ago. To August, 1911, the loss was exactly \$84,145.23. The deficit since that time is \$40,000, and the situation seems to grow worse from week to week.

The inception of this experiment is well remembered as due to the agitation of the Grain Growers' Association, who complained that the regular grain dealers were unfair and that public ownership of a line of elevators would be the only solution of the difficulty. The Manitoba government hesitated to adopt the plan, but finally did so, in response to the clamor of the farmers. A commission composed of one farmer and two experienced grain men was appointed to manage the business and, as was said, "business methods of the most approved character ruled; the commission bought only on a practical cost of construction basis and builded accordingly. Like all public utilities, profit was not the object of the plan. Grain was to be handled at cost, and there was no reduction of importance in the charges of the government elevators. It was operated on the theory of supplying more and better facilities and no favorites."

But it did not work out in practice as it did on paper. What was wrong? "That is a question,"

says a writer in the St. Paul Press, "that the student of economics and the grain trade cannot agree on. There was no politics in the operation. The commission was composed of good men. It was a clean, square deal. Therefore, the advocates of public ownership of public utilities generally in the West are annoyed, not to say worried. Privately owned elevators have paid profits sufficient to make them desirable as investments, yet the government, a clean, capable government, with the best non-partisan commission obtainable, has been unable to show a profit under the most favorable circumstances." Why?

What will be done now? Nobody knows at this moment, but it is expected the province will sell its 175 houses and abandon a field of private enterprise it ought never to have invaded.

PORTER & PROCTOR.

Porter & Proctor, at Fox Lake, Wis., are running a "general usefulness" house. As the picture suggests they handle fuel, both hard and soft coals and wood; and later on will put in a line of building



PREMISES OF PORTER & PROCTOR, FOX LAKE, WIS.

materials. Being in a dairy country they handle both gluten and sugar feeds.

So much for the supply service for their patrons. The latter in their turn bring in barley, which has come to be the leading crop of the vicinity of Fox Lake, and this is sent, of course, to Milwaukee, most of it being sold on track to the maltsters of that city.

The Fox Lake district of Wisconsin is one of the best agricultural locations in Wisconsin; and Porter & Proctor have a house that is giving the best of service in its line.

In urging the use of the formalin treatment of seed grain as a sure protection against smut, Prof. F. J. Pipal of Purdue University, among other things, said: "Practically every farmer carries fire insurance on his property, probably including the grain supply. This may cost him many dollars every year. The loss from this source may not occur during a lifetime. The disinfection of seed by the formalin treatment secures insurance against a loss that comes to a greater or lesser extent every year, at a small cost of 2 to 4 cents an acre for the insurance. Why not take advantage of this? If a single case of smallpox, hog cholera or other contagious disease breaks out in any locality, precautions are taken at once to guard against the spread of the contagion by disinfecting everything that is likely to harbor the germ. Why not practice the method in the case of grain seed, when it is known that certain contagious grain diseases are generally prevalent throughout the state, and it is an easy task to prevent the infection?"

[For the Indiana Grain Dealers.]

CONDITIONING AND GRADING GRAIN FOR THE MARKET.

BY C. G. WATKINS.*

In my talk I do not wish to appear to fail to stick to my text. When I was requested to take a place on your program, the subject given me was, "Moisture as it affects the grading and value of corn;" and most of the preparation I have made was along this line. Therefore, if more of my address is devoted to this phase of the subject than to the printed topic would seem to warrant, you will understand why. Neither do I wish you to think that I get a commission from manufacturers for advocating the use of moisture testers; but it is difficult to talk about moisture without frequent reference to the means of finding out about it.

There seems to be a great deal of misapprehension on the part of the trade in general as to how moisture in corn affects the price. It does not make any difference to what purpose it is put, the proportion that is water is useless, whether it be used for feeding hogs, making whisky, grinding into

end of four years he retired from business worth more than \$1,000,000. This just shows what economizing and using up the ordinary waste will do for your business.

Moisture testers are inexpensive, and may be used in determining how long you may safely carry in your elevator corn containing a certain per cent of water.

A short time ago I happened to be conversing with the buyer for the largest corn consuming industry in the United States. I said to him, "Why are you so particular about the moisture tests on your purchases? The first thing you do with the corn when you take it to your establishment is to soak it with water before grinding." His answer was, "True enough; but we can pump water out of the river a whole lot cheaper than we can buy it in corn at 60c for fifty-six pounds, and the water we pump out of the river is worth just as much to us in making our product as what we obtain with the corn, which doesn't add one fraction to our output."

We are aware that many shippers believe that moisture testers are the cause of so much corn failing to grade during the last four or five years, but this is a grave mistake. This little machine has caused many cars of corn to make contract that would have failed without its use. It is a "great dispeller of illusions."

How, then, are we going to explain the large increase in the proportion of corn failing to grade during the last four or five years? There may be several reasons. I will name, first, early husking. Farmers used to wait until the crop was properly cured before gathering. Of late, the struggle has been to see who can finish first regardless of whether or not the corn is fit to crib.

Second. The agitation for more intense farming has caused growers to seek varieties for seed that will give maximum results in number of bushels per acre. This, in many cases, means the importation of seed from latitudes much farther south, where they have longer seasons in which to mature the grain. Seed is frequently brought from Kansas and Oklahoma, where it has plenty of time to ripen; but when transplanted to this vicinity, while still producing the very large ears and great yields, it means a big cob containing an unusual amount of moisture. It is believed also by many that our land is getting so worn that it fails to develop the plant as it did in earlier years. Whichever theory applies, it behooves the wideawake grain shipper to adapt himself and his methods of doing business to the new conditions.

You ask, "In what proportion does moisture affect value?" If 19 per cent of moisture is the maximum amount allowed to meet contract requirements, where it is used up promptly, an excess of 2 per cent, where the value is 60c per bushel, equals 1.2c per bushel exclusive of the cost of extracting the surplus, and each additional 19 per cent would mean a reduction of at least 26c per bushel. If the moisture must be taken out by a kiln dryer, the lowest possible estimated cost for the same could not be figured at less than 1c per bushel; hence if you are discounted 2c per bushel on 21 per cent corn you are not being robbed.

It is a mistake to think that by shutting our eyes to it we can change the truth, for not only have the large consumers decided to know what they are paying for, but it has spread rapidly to the small trade—even to the feed stores that use only a car or two a month.

The whole theory of station shippers, being satisfied if they come out even on their grain business and depending on some side line, on Providence or the neighbors to bring in something to feed the babies, should give way to the new doctrine, that if we do our work right, it should yield us a living and a trifle more. There were two men who started for White Plain. Going along they asked a man how far White Plain was. He answered, "About six miles." A little farther they stopped another man and asked him how far White Plain was, and he answered, "About six miles." Going on still farther they inquired of another man how far White Plain was, and he answered, "About

*An address by the author to the Indiana Grain Dealers' Association of Indianapolis, January 16, 1912.

six miles." Pat turned to Mike and said, "I'm glad we are holding our own." There are a good many grain men who are simply aiming to just hold their own. If I could have what the average grain man loses by lack of system and a well thought out plan of action, I would not trade it for the average station profit.

Now a few words on the general subject of preparing grain for market. The first thing is to buy it right. Many men here know that they frequently make purchases of inferior grain, not because they think it is worth what they pay for it, but because they think a competitor will get it away from them. It is difficult to satisfactorily market what you have paid too much for. "Well bought" is more than "half sold" in our line. Some will advise you, don't buy anything but good quality. I say, Don't buy poor at the price for good. There's a profit in the poor if it is bought right.

I presume I should give you the stereotyped advice to install a cleaner in your house and clean all your grain before shipping it, but I won't. It's better to make the farmer clean it before it reaches you. I am not opposed to cleaning machinery. It's all right if judiciously used, but if you had facilities for weighing your grain before and after cleaning and then figured the loss in shrinkage, very little cleaning would be done by local houses. Where you can raise the grade, it frequently pays. Many times, it does not. It's a case of where you must apply good judgment. No hard and fast rule will govern. Many a shipper has cleaned ten cars and stood a loss in shrinkage of 1c a bushel on the entire number; whereas if they had been shipped without cleaning, nine of them would have brought the same price as if cleaned, and the tenth would not have been discounted more than 1c per bushel.

Don't take too much for granted. It's not good policy to assume that by examining the first load a farmer delivers you you will know the quality of the entire lot. Never let a car load of grain leave your elevator without carefully examining it yourself before it goes forward. Many times your elevator employees make a mistake which they don't care to tell you about, and you blame the man who receives your shipment for wronging you when the difficulty originated in your own house. I could stand here for an hour and tell you of incidents of this kind that have come under my observation—cases such as where an elevator man had by mistake dumped a load of corn into a bin of oats, or vice versa. Being a good all-around grain merchant is a big man's job, and no others should tackle it.

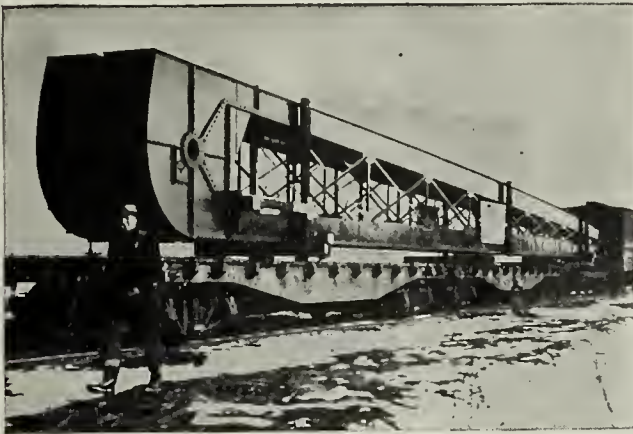
I have been asked to say a few words in regard to Cleveland inspection. I don't believe it needs any defense to the most of you. It is under the supervision of the Cleveland Chamber of Commerce, an organization that does not have to take second place to any similar body in the United States. It is composed of two thousand of Cleveland's representative citizens. The carrying out of the details of the grain department is left to the grain committee, who give the most painstaking and careful supervision of the work of the inspectors; and nothing is left undone, so far as I know, to thoroughly protect the interests of shippers who entrust their business to that market.

The German government has been asked to admit potatoes free of duty, owing to the very high prices prevailing.

The population of this country is increasing more rapidly than is the production of food stuffs to support them. The production of wheat seems to be nearing the average of a standstill and possibly to go backward. This subject has attracted much attention in the last two to three years. Such a situation is brought about not only through the increasing activity of farming interests but also in other lines of industry. Merchants, bankers, railroad people and laborers have all taken hold of this subject. The latter have felt it severely in the high cost to them of food products. Claims are made that the cost of living has increased above the wage schedule, leaving them in a dilemma, as to the providing for the normal necessities of support.—Minneapolis Market Record.

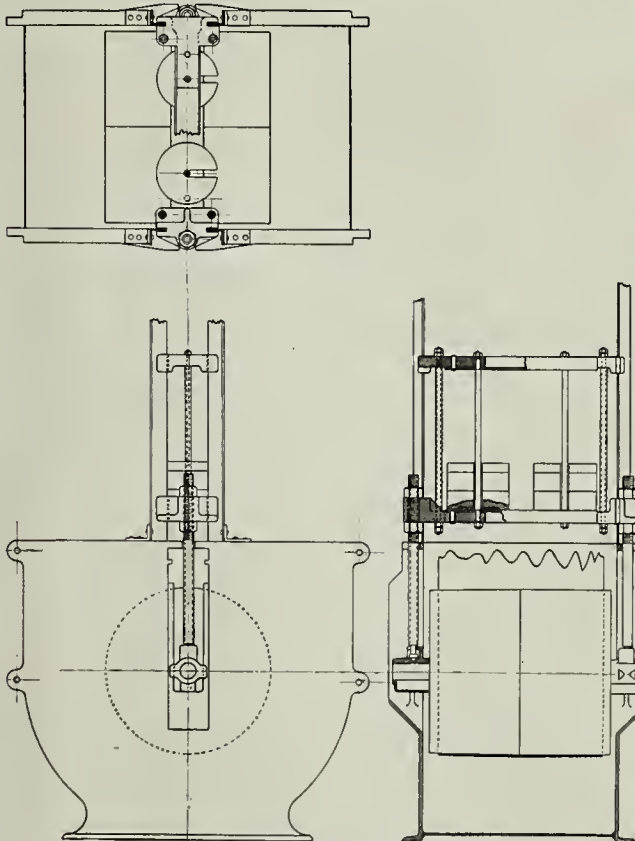
EQUIPMENT FOR A LARGE GRAIN ELEVATOR.

The machinery and grain handling equipment which the Webster M'fg Company is now furnishing for the Harbor Commissioners' elevator at Montreal, for which John S. Metcalf Co., Chicago, are engineers, includes some interesting items. The house throughout is of most modern character and none but the best of construction and equipment is going into it. As examples of the nature and size



TWO MARINE LEGS OF GREAT SIZE LOADED FOR SHIPMENT TO MONTREAL.

of some things in and about this big elevator, we show a picture of the two marine legs as loaded on cars ready for shipment from the Webster factory. These legs are of steel, 115 feet long on centers of head and boot, and about 125 feet over all, reaching full length of three flat cars. They weigh about 40,000 pounds each. The head pulleys are 72x27½ inches, rubber covered, to carry 26-in. belts. The head shafts are 6 inches in diameter and each is driven by twin rope drives of eight wraps on 84-in. sheaves fitted one on each side of the head. At 40 revolutions per minute the belt speed is about 750 feet per minute. Buckets are 24x8x8 inches in



DETAILS OF THE EDMOND PATENT BOOT TAKE-UP IN ITS SIMPLER FORM.

size, giving a capacity of about 20,000 bushels per hour for each leg. Thus with both legs in use, grain may be taken from vessels at the rate of 40,000 bushels per hour; and that means a minimum of delay for steamers which come to this elevator to unload.

Another interesting feature of the equipment furnished by Webster is found in the Edmond Patent Boot Take-Up, a device which provides perfect flexibility instead of the rigidity of the ordinary take-up. The accompanying drawing shows the Take-Up in one of its simpler forms. Above the boot are guides between which slides a frame arranged to carry two

sets of weights. This sliding frame is suitably connected by side rods to the boot pulley bearings, so that the pulley is free to rise and fall with varying tensions in the belt. The weights may be adjusted to give all necessary working tension in the belt for regular operation, while still allowing the pulley to rise and relieve the belt in case of unusual strain, whether from atmospheric conditions, obstructions or other causes. Of course, no such flexibility is possible with the ordinary rigidly set take-up. The belt tension being regulated solely by the weight of the pulley, take-up and sliding frame, plus suitable added weights, the stresses and wear on the belt are uniform and conducive to increased life of the belt itself and to reduction of the frequency of shut-downs from breakages, as is by no means uncommon with the rigid type. The weights are arranged on two spindles, one at either side of the center line of the pulley. This arrangement is of advantage in permitting such adjustment of the weights as will assist in training the belt in case of a tendency to run to one side.

The Edmond Take-Ups as supplied for the Montreal elevator are of a more elaborate type than here shown, the weights being arranged in a central stack and the training of the pulley being provided for by adjustment of one of the side rods leading down to the pulley bearings. The advantages of a flexible boot take-up are so obvious that the Edmond device will undoubtedly find itself very popular with elevator engineers. The Webster M'fg Company is prepared to furnish them on all contracts for elevator equipment.

ALLOWANCES ENQUIRY.

The question of the sufficiency of ¼c per bushel allowance for "elevation" has been the subject matter of an enquiry by the Commerce Commission, which began on April 23 at Washington and was continued at Chicago on May 7 and later at Kansas City and Omaha.

The witnesses at Chicago as at Washington were unanimous that ¼c per bushel would pay the expense of elevation. Mr. Paddock of the Iron Elevator, Toledo; Mr. Callahan of Callahan & Sons, Louisville; Mr. Pierce of Bartlett-Frazier, Chicago; Mr. Bacon of the Wabash, Keystone and other elevators, Chicago; Mr. Glazier of Rosenbaum Bros., Chicago, Toledo and Sandusky, all so testified; and also that if the Commission would allow that sum for the service and abolish all time limit (now ten days) during which the grain should be transferred in order to earn the elevation allowance, the allowance question would be satisfactorily settled and substantially all interested would be satisfied.

Attorneys representing Kansas City and Omaha, who cross-examined the witnesses, were evidently not satisfied with that showing and endeavored to show that ¼c was not enough to cover the cost of the service. Witnesses all testified that no absolute cost for car to car transfer could be arrived at by them because of the impossibility of separating the cost of transfer alone from cost of other commercial services to grain going on simultaneously in the same houses. Mr. Pierce said in fact that he knew of no house in the country where a transfer service of any considerable importance was the only service rendered by the elevator.

Mr. Smith of counsel for the Omaha interests said, however, that he had found a house that worked for sixteen hours a day for months at a time simply and only transferring grain from car to car, weighing of course in the process; and though he did not say so, it was understood from his manner that that house would show a greater actual cost than ¼c per bushel.

Omaha and Kansas City interests are insisting on the old ¾c per bushel allowance without time limitation.

The cotton crop of 1911 as estimated by the Census Bureau to March 20 reached 16,050,819 running bales—a new production record. Texas led with 4,437,876 bales. Georgia followed next with 2,838,571 bales. Alabama was third (1,753,484 bales), and South Carolina fourth (1,677,204 bales).

[For the "American Elevator and Grain Trade."]

ADDITIONAL FACTS ABOUT SOYA BEANS.

BY JULIAN KUNE.

The subject under consideration deserves more than a merely superficial recounting of its many-sided and valuable virtues as a food and forage legume, hence the present article, in which I will endeavor to give some more facts anent the cultivation of the soya bean plant.

In a former article I enumerated the various uses to which the soya bean plant may be put, while in the present article I shall give some hints as how to plant, cultivate and harvest the same.

At present, as far as known, there are seven varieties of soya beans which are mainly grown in this country. These are the Mammoth, Hollybrook, Gulp, Ito San, Buckshot, Ogemaw and the Wisconsin Black. These can all be obtained from our American seedmen. During the last few years, however, more than two hundred additional varieties have been introduced from China, Japan and India, most of which have been only so far tested as to give a fair idea of their value. Many of these varieties have been pronounced by those who have tested them to be superior to the above mentioned seven varieties, except the Mammoth and the Ito San.

BEST VARIETIES IN AMERICA.

The knowledge of what varieties of soya beans to plant is of more importance than appears on the surface, because many planters have been sorely disappointed in not harvesting what they had expected. In many cases they got an early and small bean instead of a large and later variety. For this reason it would be a decided disadvantage to the planters for seedmen to handle a very large variety of seeds. It is most desirable to keep down to the minimum the number of varieties and to select only those best suited to the soils where they are to be grown. I shall, therefore, now give, in order of their merit as recommended by the Agricultural Department, descriptions of the seven varieties of the soya bean.

First in the list is the Mammoth (yellow). This variety is the largest and the latest soya bean handled by seedmen. It will grow from three to five feet high, provided the soil is just right; ordinarily, it requires from one hundred and twenty to one hundred and fifty days to mature the crop. The yield of the Mammoth, both in grain and forage, is most satisfactory. However, it is very exacting as to the manner of planting. Under no circumstances should it be planted deeper than three inches. It is one of the varieties that may be harvested with a mower and quite often with a binder harvester also. It is well adapted to the country south of the northern boundary of Tennessee and can be also grown successfully north of this line, though not as far north as Washington, D. C.

The Hollybrook (yellow) variety is about two weeks earlier than the Mammoth and it seldom grows higher than three feet. As it is very coarse and woody, it does not make good hay but produces a large crop of beans. The lower branches and pods are apt to be very near the ground, consequently it is more difficult to harvest than the Mammoth. It can, however, be grown further north than the Mammoth, although it is not as good a variety.

Ito San (yellow) has been generally grown under the various names "Yellow," "Early Yellow," "Medium Yellow," "Early White" and "Ito San." The plant is of a medium size, averaging about two and a half feet in height with numerous ascending slender branches, so that it can be mown very readily with a machine mower. It has fine stems and consequently makes good hay. The yield of hay is, however, moderate. It produces seeds fairly well and matures in from ninety to one hundred days. It is a satisfactory variety to grow in a short season or after another crop. The seed which is about the same size as that of the Mammoth, may be identified by a little brown speck at one end of the seed scar. The variety will mature as far north as southern Wisconsin and Michigan.

The Guelph (green) variety has been widely advertised as "Medium Green," "Medium Early Green," and "Large Medium Green." Its growth is

about the same as the Hollybrook variety and it matures about ten days later than the Ito San. The leaves drop unchanged in color when the plant ripens. It is very coarse and does not make good hay. It yields, however, a heavy crop of seeds. The variety is not to be recommended.

The Buckshot (black) being an early variety has been extensively handled by seedmen. It is also known under the name of "Early Black," "Extra Early Black," "Medium Early Black," and "Large Black." It seldom exceeds two feet in height and it is at least a week earlier than the Ito San. It is not a very desirable variety, because its pods are so near to the ground as to make the cutting very difficult. It should be grown, if at all, in the northern tier of states for pasturage.

The Ogemaw (brown) variety is almost identical both in value and growth with the Buckshot.

The Wisconsin Black is an early variety with black seeds, which is grown to some extent in Wisconsin and Michigan. Its merit consists chiefly in its early growth.

Besides the above mentioned seven varieties there are others which after being tested have been picked out of a lot of five hundred varieties and have been recently put into the market. Of these, the "Wilson Black" stands at the head. It is a tall variety, growing three to four feet high and maturing about one week earlier than the Ito San. It is easy of harvesting on account of its height and lack of basal branches. It is a very heavy yielder of beans and is also excellent for hay. This variety would thrive well in the states of Illinois, Indiana and Ohio.

"Meyer," mottled black and brown, is a variety having fine stems and branches and is fine for hay. Tested out at the Arlington Experimental Station in Virginia, it has given a larger yield of seeds than any other variety. It is easy to cut with a mower, and matures in about one hundred and ten days.

The "Haberlandt," a yellow, with seeds larger than any other yellow variety, has also been tested and pronounced a heavy yielder, and one easily harvested. The "Riceland" (black) is a variety, the cultivation of which is recommended to the cotton belt; its plants grow from four to six feet high and make good hay.

THE PLANTING OF THE SOYA BEAN.

Having selected one of the above named varieties, the next step is to plant the seed properly; for on this largely depends the attainment of the purpose for which they are grown. If the purpose is to grow the plant for seeds, then the seed must be planted in drills, the rows being from twenty-four to thirty-six inches apart. As soon as the plants are above ground cultivation should begin. When drilled in rows one-third to half a bushel of seed to the acre is required. If on the other hand the purpose is to raise hay, then the beans are drilled exactly like wheat, about a bushel and a half to the acre and no cultivating is required. The plants soon spread all over the field and are not as coarse as if drilled in rows, and they also produce a finer quality of hay. The beans, however, do not attain such size as when drilled and cultivated.

THE HARVESTING.

With a few exceptions a mower may be used in cutting the ripened plant, although the right machine for harvesting, is still problematic. The mower is objected to on account of its cutting too many beans, which injures them for seed purposes. The taller varieties, however, may be cut with a mower and in many instances the binder also is used. Then, again, where the quantity is limited, the plants are simply pulled up by hand and tied into bundles. This way of gathering is of course laborious and expensive. Then there is the "drop-rake" reaper which is a very satisfactory machine for harvesting; and recently a new machine for harvesting the soya bean has come into the market, which replaces to some extent the ordinary mower.

If beans are cut for hay, this may be done at any stage from the time the pods begin to set until the time the leaves begin to turn yellow, as that is the proper time to harvest. If cut earlier, the shrinkage while curing will be too excessive. The percentage of protein is also larger than if cut later.

The fact that the harvesting may be done during quite an extended period gives great flexibility to the handling of this crop. If the object of the planter is to raise seed, then the cutting may take place while the vines still retain their leaves, as the beans are then sufficiently mature to germinate. A good seed crop and a fairly average forage crop is obtained if the beans are cut when the leaves of the plant begin to turn yellow. Some experimenters in the raising of soya beans claim that when harvesting of the soya bean is done just about the time when the leaves begin to drop, as much seed may be obtained as when the plant is allowed to mature more, while the saving of the leaves before they turn yellow makes the stems more valuable for forage. By following this method, one planter in Tennessee is reported to have obtained over twenty-five bushels of seed and two tons of straw to the acre.

The threshing of the soya bean is done immediately after cutting the field and without stacking. Thus far the old fashioned method of using the flail has been used, as no satisfactory thrashing machine has been found, so far as known, which does not cut the bean.

SOYA BEAN AS A ROTATION CROP.

Soya beans are admirably adapted to short rotations. They may take either an entire season or a part of a season following some small grain crop. In some states, the soya bean crop is grown between two wheat crops or between two oats crops. Where a whole season is devoted to the soya bean crop, then two soya bean crops of the earlier varieties may be obtained. As the experimental stage of the raising of the soya bean in this country has now passed, it only depends upon our planters and farmers themselves to make it a successful supplementary and profitable crop that may in a few years prove a blessing to the country by cheapening both food for man and forage for live stock.

ARGENTINE CORN BOUGHT.

The Journal of Commerce reported on April 25 that "the Corn Products Refining Co. has purchased a total of 120,000 bushels of Argentine corn for shipment to this country. This corn can be delivered in New York at 12c a bushel below the current price of domestic corn. The earnings of the company continue small as a result of the high price of corn. There is considerable competition, and new independent factories are going up in Argentina and Manchester. As a result of the downward tendency of sugar the Corn Products Refining Co. finds it difficult to advance prices in order to offset the loss resulting from higher priced corn."

In discussing the above mentioned sale of corn, L. F. Gates of Lamson Bros. & Co. is quoted as saying:

Many in the trade seemed to gain the idea that Argentine corn may be imported for domestic use, and laid down at Eastern consuming points 10c per bu. below current prices for corn for shipment from Chicago. The facts are that a cargo of corn was engaged on a basis of 74½¢ per bushel in bond, or 89½¢ per bushel duty paid at New York, which for domestic purposes is 4c per bushel above what it would cost to buy May corn at closing prices of April 18, except delivery and ship it to New York.

To use foreign corn at interior points for domestic purposes would mean heavy additional charges for back hauls from the seaboard. It is true that if the value for industrial purposes of Argentine corn and domestic corn were the same, it would be profitable for industries to import Argentine corn to use for product which they will export, but the value is not the same, Argentine corn being very deficient in glucose and starch values, but rich in gluten.

Any corn brought into this country for manufacturing purposes must pay the full duty. If the entire product, both of high grade and low grade, is re-exported, there is a rebate of 99 per cent of the duty originally paid.

The grain committee of the Philadelphia Commercial Exchange having been asked by the Pennsylvania Railroad for advice as to the best grain drying appliances to be installed in the new elevator to be erected on the Delaware River, Capt. John O. Foering, chief grain inspector, made last month a trip through the West inspecting the various properties of the different types of drying machinery in use here and has since made a report to the committee, the nature of which is not made public, however.

[For the "American Elevator and Grain Trade."]

FOREMAN DAKOTA'S IDEA.

BY GUIDO D. JANES.

Bill Sack kicked and kicked to the railroad company about leaky cars. He kicked with pen and ink—hard words; and finally in despair he employed an elevator boot and smote the railroads' shins. But this availed nothing. The common carrier still sent leaky cars to the Sack Elevator and quoted car shortage, classifications, etc., as an excuse.

"It's no use," remarked Bill one morning to his foreman, Dakota, "the railroads are pills."

"Yes," returned Dakota; "and so are we."

"How so?"



SACK DONNING OVERALLS.

"By not taking advantage of the railroads' antics."

"But how?"

"By turning the pints of grain that leak out of the car en route to here into bushels of grain for us."

Sack grew almost sarcastic now in his talk.

"Never," he laughed. "You know we can't even afford to send a sweeper along the right of way between here and White River Junction to gather up the spilled milk. I have a good notion to fire you for your nutty suggestion."

Dakota laughed.

"Well, boss," he said, "I have a scheme, and if you will foreman for me here on the job while I gain back the leaky car loss, I'll demonstrate my proposition. If I fail, you may place me in a bad grain car and distribute my remains between here and the junction."

"All right," returned the elevator owner; "it's an easy way to get shed of you. When do you wish to try out the crazy plan?"

"Now."

"All right. Remove your overalls. I'll foreman for you during the interim. While out you might look around for your successor, for you'll never be here on the job again. How's your sick wife and sickly children?"

"Worse; but my cloud has a copper lining. When they hear of my good luck they'll get better, and then we can get a doctor from Chicago to cure the bunch all at once."

"I see," laughed Sack, donning the overalls. "You're optimistic, even if you are daffy. So long."

"Good bye."

Dakota now sauntered away from the several-thousand bushel elevator whistling some tunes as he did so. As the said whistling died out, the elevator man broke out into some good natured swearing.

"The fool," he laughed. "He'll probably get back about 20 per cent and endeavor to prove his end of the case on a technicality. I've noticed his mind of late, and it has been unbalanced by worrying about our elevator getting damaged by the farmers. If he dies, I'll marry his widow for charity."

Sack now busied himself with his new overall duties. He managed the affairs quite well, while his bookkeeper looked after the clerical end of the business. Consequently all went well. The grain cleaners were overhauled, the elevator boots given a shine, and the lean-to driveway propped up. All of which gave him a good appetite and made him feel like No. 1 Northern at least.

Several months passed, and nothing definite was heard of Dakota. All the inhabitants of town thought that he had run off with another woman from Fowler, and felt sorry for his first wife. Mrs. Dakota did not feel blue at all. She had been in touch with her old man all the time, and knew what he was up to. Therefore, she had twinkles in her eyes instead of sorrow; hope instead of blues.

But while Mrs. Dakota did not worry in the least, Mr. Sack did. He really cared for his foreman, and wanted him back at all hazards; and one day he felt so bad over the matter, that he strolled into the sacking room and kicked himself for letting his best man wander off. As he was doing this, Dakota meandered into the place, covered profusely with smiles and success.

"Hello, there, boss," he cried.

"How are you?" ejaculated Sack jubilantly. "Welcome back to our place of business. Failure or success, you can have your job. Gee, but I'm glad to see you."

"Same here," was the reply. "But, better still, I won out on the proposition."

The elevator owner looked surprised. Noting the expression, Dakota laughed and bade him follow him.

The two now walked out of the building, and thence to an automobile standing in front in the street. Into this the two got and hurried away. The real foreman was at the wheel. Out of town they hurried, and turned into Mill Creek road at the north end of the limits that followed the railroad. A mile out of town Dakota broke out laughing.

"What's the joke?" asked Sack.

"Yonder," (pointing to a green field of new wheat) "Those fields are ours. I have leased them for the season. They parallel the track from here to White River Junction. All I had to do was to plow the ground, and the leaky grain cars did the rest."

"How?" asked the astonished elevator man.

"Well, all last winter, when the high winds were blowing, they blew the leaking grain off the right of way and onto our freshly plowed land. This took root and now the grain is maturing into a crop. We will realize enough grain off the fields this season alone to make up for a hundred years of leaks at a thousand cars per annum. Haw, Haw!"

Sack swallowed a lump of surprise and some tobacco juice, and for a second could not remark a word. "Well, I'll be durned," he finally blurted out. "Turn the machine around and let's go back. You are a genius. I'll retain my job of foreman, and you can manage the elevator."

"Thanks."

Oats were sold on the Portland market on April 13 to be shipped to eastern Oregon. This is the first time in the history of the Portland trade that such a thing has occurred. It shows plainly how acute is the oats shortage in that country when the cereal is sent back from that market to the place where it was grown.

O. D. Center, the Illinois farm expert, has been called to North Dakota and will be stationed in Grand Forks County. He reached Grand Forks on April 21 accompanied by Mrs. Center and Thomas Cooper, director of the Better Farming Association. He will make his home in Grand Forks and will conduct his operations with Grand Forks as the base. The first actual work will be the location of demonstration plots, of which there will be two for each of the several classes of soil found in the county. Farmers operating such demonstration plots must agree to work according to the directions of Mr. Center. The plots may be from 20 to 60 acres. These plots are used for illustrative purposes, showing the advantages to be gained by rotating grains, etc.

[For the "American Elevator and Grain Trade."]

SHIPPERS' RIGHTS WHEN SLIGHTLY DEFECTED CARS ARE FURNISHED.

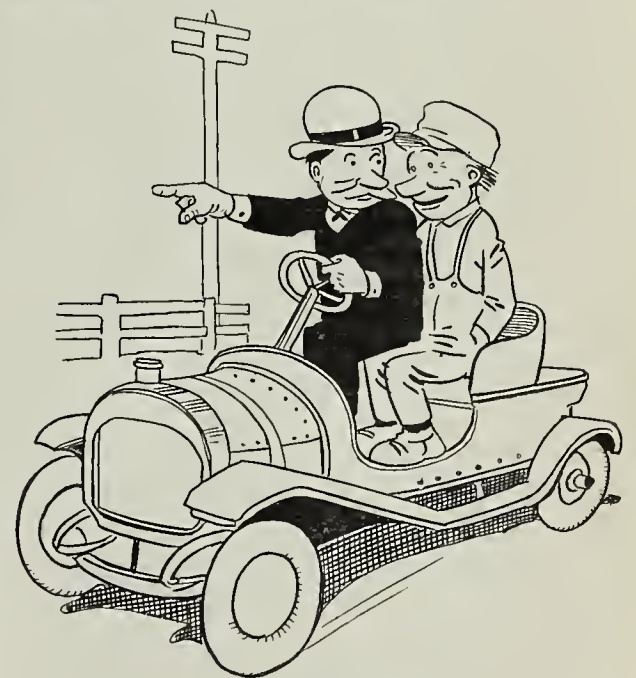
BY J. L. ROSENBERGER,

Member of the Bar of Cook County, Illinois.

In an action by shippers of grain against a railroad company, it appeared that the plaintiffs had asked the company to furnish them cars to ship their grain and that the company assumed to comply with such request; but the cars furnished would not in any sense accommodate the shippers because there were no grain doors nor bulkheads in the center. The plaintiffs finally furnished at their own cost and expense only the lumber which was necessary in order to make the cars suitable for the purposes for which they were furnished.

In approving of a verdict directed to reimburse the plaintiffs, the Fourth Appellate Division of the Supreme Court of New York says (Loomis et al. vs. Lehigh Valley Railroad Co., 132 New York Supplement, 138) that, under the rule at common law, it thinks it must be conceded that the plaintiffs acted strictly within their rights in the premises. Indeed, under such rule, they were obligated to make such trivial repairs as might be necessary in order to use the cars furnished by the company rather than to say that because of such trivial defects which rendered the cars useless for the purpose intended they would not use the same but would hold the carrier liable for all damages which might result either on account of a falling market or otherwise, because it failed, as it had agreed, to furnish cars suitable for the shipment which was to be made.

The court considers that there would be no difference, so far as the proposition of law is concerned, if the company in this case furnished cars to the plaintiffs for the shipment of their grain which were unsuitable for that purpose because they were not provided with grain doors or bulkheads than if it had furnished cars to the plaintiffs for the shipment of their grain in which there were holes in the roof or in the floors, and in which grain, if it had been put in such cars, would have been damaged or destroyed before it reached its destination, as the shippers well knew. Under such circumstances would it not have been the duty of the



DAKOTA SHOWING SACK.

shippers, if they attempted to use such cars, to repair the roofs or floors, to the slight extent indicated, make the shipment, and then charge to the railroad company the cost of the repairs so made by them?

At common law, or under all the laws that have been declared in the jurisprudence of the state of New York, except as they may be modified by certain rules alleged to have been adopted by the Interstate Commerce Commission or by some Federal statute in the premises, there can be no doubt that such was the obligation of the carrying company and of the shippers. Nor, as the court interprets the facts in this case, was there any question which arose between the parties which was in any way affected by the provision of the interstate commerce

act. One might as well say that if a man in the state of New York contracted with the New York Central Railroad Company to ship a load of cattle or of horses from Rochester to some point in Massachusetts, and through the negligence of the railroad company some of such animals were injured or killed, such shipper could not maintain an action in the courts of this state to recover the damages which he sustained.

LEVER EXTENSION BILL.

The National Soil Fertility League of Chicago is urging the passage of the Lever bill, the purpose of which is to apply the principle of "university extension" to agriculture and to popularize the work of the agricultural colleges and the United States experiment stations, in which the Federal Government and the several states began co-operation fifty years ago. The vast amount of information acquired through the work of the Agricultural Department, at greatest, is not, it is believed, bringing the results that it should. The main difficulty, as the League believes, has been and is to disseminate this knowledge so that it will reach the farmer and be of use to him. The means that have been tried of sending out bulletins, lecturers, the holding of farmers' institutes and conventions, together with the publication of farm journals, have not produced the desired results. Experience at home and abroad has demonstrated that the one and only way so far found to get scientific methods applied is to send to the farmers the trained demonstrators to meet them face to face and show them what to do. This method has never failed and it never will fail when properly handled. Therefore the Lever bill does not contemplate an experiment but an approved method.

The Lever bill project contemplates nothing except extension work among adults. The plan proposed by the bill has to do only with the adult farmer and his wife—to help them to help themselves; to show them how to farm better, to live better and to make their vocation more profitable; the children will profit by the attractiveness of a dignified, inspiring avocation.

"The farmers," says the League's circular addressed to editors, explaining the aims and purposes of the bill, "have received less consideration from the general Government than any other class of citizens, and they contribute more than any other class to the country's wealth, its prosperity and in support of the Government. Money intelligently expended in aid of better farming will return in benefits thousands for one; and in making provision for this expenditure, remember that the colleges of agriculture are the only institutions in close touch with the farmers. They understand the problems and all the difficulties; they are loyal, able, willing and anxious to take up this great work. *It is their job.* No one else can do it so well and no one else should try. The Lever farm extension bill is the last word upon the subject; it represents the best thought of the best authorities and ought to be passed without change."

The committee on agriculture, through the author of the bill, Congressman Lever, recently reported unanimously in favor of the measure, recommending its every detail, including its appropriation of \$3,000,000. The committee makes the following allotments per state that this fund would allow on the basis provided in the bill when the act shall mature at the end of ten years, to which must be added for each state the sum of \$10,000 unconditionally appropriated:

States.	Rural population.	Amount of appropriation.
Alabama	1,767,662	\$107,400
Arizona	141,094	8,700
Arkansas	1,371,768	83,400
California	907,810	55,200
Colorado	394,184	24,000
Connecticut	114,917	6,900
Delaware	105,237	6,300
Florida	533,339	32,400
Georgia	2,070,471	125,700
Idaho	255,696	15,600
Illinois	2,161,662	131,400
Indiana	1,557,041	94,800
Iowa	1,544,717	93,900
Kansas	1,107,159	72,900
Kentucky	1,734,463	105,300
Louisiana	1,159,872	70,500
Maine	360,928	21,900

State.	Rural population.	Amount of appropriation.
Maryland	637,154	38,700
Massachusetts	241,049	14,700
Michigan	1,483,129	90,300
Minnesota	1,225,414	74,400
Mississippi	1,539,803	96,600
Missouri	1,894,518	115,200
Montana	242,623	14,700
Nebraska	881,362	53,700
Nevada	68,508	4,200
New Hampshire	175,473	10,500
New York	1,928,120	117,300
New Jersey	629,957	38,400
New Mexico	280,730	17,100
North Carolina	1,887,813	114,900
North Dakota	513,820	31,200
Ohio	2,101,978	127,800
Oklahoma	1,337,000	81,300
Oregon	365,705	22,200
Pennsylvania	3,034,442	184,500
Rhode Island	17,956	1,200
South Carolina	1,290,568	78,600
South Dakota	507,215	30,900
Tennessee	1,743,744	105,900
Texas	2,958,438	179,700
Utah	200,417	12,300
Vermont	187,013	11,400
Virginia	1,585,083	96,300
Washington	536,460	32,400
West Virginia	992,877	60,300
Wisconsin	1,329,540	80,700
Wyoming	102,744	6,300

IN THE KAFFIR COUNTRY.

The elevator of the picture has just been completed at Towanda Kans., by G. E. Garrison. Butler is a good agricultural county—rather a better pro-



ELEVATOR OF G. E. GARRISON, TOWANDA, KANS.

ducer of corn and oats than winter wheat, perhaps, but a good all-around county, with special leaning toward Kaffir corn. In fact, as Mr. Garrison likes to impress on those who may be ignorant of the fact, Butler County is one of the greatest Kaffir corn counties of Kansas, and Kaffir is just beginning to be recognized as an important fact in Western agricultural economy, and not a freak as too many farmers in other parts of the country have perhaps thought.

Mr. Garrison's house is an ironclad frame building, planned for a business of a varied character. It has been opened for deliveries only within the past thirty days, and has been doing a nice business since.

Roland McKee of the Department of Agriculture has been sent from the Plant Introduction Gardens at Chico, Calif., to Salt Lake City in connection with the work of exterminating the phytonymus, an alfalfa pest that has been working in a section of country about 100 by 200 miles in area in Utah and part of Wyoming and Idaho. This fly oviposits the egg that becomes the alfalfa weevil. In the district mentioned the first two crops of alfalfa each year have been entirely ruined; and seven different varieties of parasites have been introduced from the Mediterranean countries to kill the fly, but their worth is still in the experimental stage. Mr. McKee is especially interested in developing a strain of alfalfa that will resist the phytonymus, and is now experimenting with several hybrids with that purpose in view.

PRACTICAL DEALING IN FUTURES.

Not a few millers deprecate the system of grain exchange futures as "gambling," perhaps, or, at least, as something that renders the state of wheat prices "uncertain." A good many grain dealers take the same view of the matter. Even the Indiana Grain Dealers' Association two years ago adopted resolutions condemning the system as injurious to their interests. This state of mind, we are firmly convinced, is due to practical unfamiliarity with the use of "futures"—bought or sold on the floor or at the call—by those whose business would, in fact, be relieved of the very uncertainty complained of if the practice of using futures as a hedge were more generally and more studiously followed and the advice of the expert commission houses more freely availed of by both millers and country dealers.

Just how the system works out in practice, when used by the miller (and the grain dealer can readily apply the principles to his own business) is very lucidly set forth by C. B. Watts in a comparatively recent address to the Dominion Millers' Association. Mr. Watts is secretary and executive officer of that body and also manager of the Association's wheat buying agency. His address, therefore, is absolutely free from all theory and is confined wholly to the business of a wheat buyer only. It was published some months ago in the "Canadian Miller," from whose columns it is lifted, as follows, with some verbal alterations (the word "option" as here used meaning, of course, "future"):

I have been asked by some of the patrons of this office to explain dealing in option grain, so I take this opportunity of doing so and outlining what, in my opinion, is a perfectly legitimate operation, although looked upon by some as sheer gambling.

In buying, take, for instance, the Winnipeg option today: It simply means that you buy 5,000 of No. 1 Northern to be delivered to you at a certain price any time during the month of October that the seller sees fit to deliver it to you in the elevator at Fort William, as all sales are seller's option for delivery within the time named, unless otherwise specially agreed. Now, suppose you have a baker who wishes to buy 2,000 bbls. of flour for delivery at the rate of 200 bbls. a month, commencing in September. If you figured on the cash price of No. 1 Northern and added the interest, insurance and storage to carry the wheat till next July, you would find the price was so high that you would not get the order, as at the present cash No. 1 Northern is higher than it can be bought if for October delivery. You do not want to take the order without protecting yourself; so instead of buying 12,000 bushels of cash wheat, you buy 2,000 bushels of cash grain and 5,000 of the October option at 98c., and 5,000 of the May option at \$1.02, while the cash No. 1 Northern would cost you \$1 in Fort William.

You can see at once that the October wheat is costing you less than the cash wheat, besides having no interest or insurance to pay, and that you cannot possibly carry wheat from October till May, eight months, for 4c. per bushel, as this would be the interest alone at 6 per cent, with nothing allowed for insurance, storage or shrinkage; and every miller knows how much the latter item amounts to, although it is frequently not taken account of in figuring cost.

When October comes and the seller has delivered his 5,000 bushels, it is shipped either to Goderich, or to some other convenient port, and there held until such time as the miller requires it at his mill, the miller paying the interest, insurance and storage, besides the freight and other charges incurred in bringing it across the lakes; or he can sometimes to advantage buy the wheat at this side of the lakes and sell his option wheat before it is delivered to him in October. The loss or gain on the option trade simply means that much increase or reduction in the actual cost of his cash wheat, because the price of his cash wheat at the end of September will be very close to the price of the October option.

Sometimes the miller gets an offer for 1,000 or 2,000 sacks of winter wheat flour for export at, say, this time of the year for September-October shipment from our own local deliveries, but he knows there is a lot of wheat around him which will be delivered later on at a price that will enable him to make a fair milling profit on the offer he has on hand. He accepts the order, but is afraid that, through some unforeseen disturbance in the market, prices may advance; so in order to protect himself he buys 5,000 option wheat in Fort William, Chicago, or other market that is on an export basis. Then, when he is able to buy the fall wheat to fill the sale, he sells the option. This is, of course, not as sure a protection as the former case, where you are selling flour made of the same wheat you are buying, but it affords the nearest protection that you can secure.

Another way in which the option market is used to advantage by some of the shrewdest millers is where wheat has advanced 3 or 5c. and sometimes more, a bushel, and the price of flour has not gone up at all. Very frequently they then sell option wheat, in what they consider the highest market against their holdings of either wheat or flour, and in this way, to a certain extent, they insure, as far

as they can, their getting the benefit of the advance, or a portion of it; for if the market stays on the higher level sufficiently long, flour will advance, but if, as frequently happens, wheat drops back again before the flour advances, they can then take their profit on the wheat which they have sold short against their holdings.

Then, again, there is the case where the wheat has had a very big decline and the miller thinks it has gone below its actual value; or, owing to his knowledge of the wheat supply and probable demand, he believes that it will advance, and not wishing to tie up his capital by buying 10,000 or 20,000 or more bushels of the actual cash wheat, he buys the option instead. In the same way the wholesale grocer buys his sugar or tea from the West Indies or Japan for future delivery, only, in the case of grain, the buyer has to put up a 3c margin and keep it good; but in my opinion one transaction is just as legitimate as the other. As I told the judge in giving evidence in court on a case a short time ago, if a doctor or a lawyer bought options, I would consider it gambling, but I do not so consider it when a miller or grain dealer buys.

IOWA CORN HOUSE.

The elevator of the picture is a typical Iowa corn house that has evidently "developed with the country." Located at McPherson, Iowa, down in that famous corn field of the extreme southwest corner of the state, the elevator and the business of the



W. H. PEAKE'S ELEVATOR AT McPHERSON, IOWA, WIS.

owner, W. H. Peake, has expanded as the years have gone by, until at this moment the house has a storage capacity for 35,000 bushels and is 38x96 feet in size. There are three legs and four dumps, with a sheller in the basement and cleaners in the cupolas. These with the feed mill on the ground floor are all operated by a 20-horsepower gas engine. Mr. Peake handles coal also; and one year with another does a nice business.

BLACK SEA SHIPMENTS.

At April 25 more than 150 British grain ships were held up in the Black Sea by the Turkish government's order closing the Dardanelles to traffic on account of the war with Italy. Had that condition continued it might have become an important factor to the wheat trade of the world; but on May 1 Turkey decided to reopen the Dardanelles, but reserved the right to close the straits again should the necessity arise. It was said that on that date no less than three hundred merchant vessels were waiting to pass the straits and those have since been piloted through the mined waters. Millions of dollars worth of cargo, much of it liable to damage by delay, had been held up for days, apart from the immense quantity of Russian grain shipped on the Black Sea.

Sir Edward Grey stated on April 30 that in the interests of neutral shipping, he was urging the Turkish government to afford at least temporary relief to the congestion. Russia, Austria and France had made similar representations, but there is reason to believe that the friendly suggestions of great Britain finally decided the action of Turkey.

Oakland, Calif., has adopted an ordinance prohibiting the operation of bucketshops in Oakland. It is a copy of those in effect in San Francisco and other cities of California.

GRAIN DOORS AND INDIANA RAILROADS.

Sec'y C. B. Riley of the Indiana Grain Dealers' Association notifies the members of that body that in the matter of grain door equipment of cars the Interstate Commerce Commission has declined to sustain a protest against interstate railway tariffs that omit provision for the payment to shippers for grain doors furnished by them. The Railroad Commission of Indiana, after a two-days' hearing of the same subject matter, has followed the ruling of the Commerce Commission, permitting similarly objectionable intrastate tariffs to go into effect, "but has retained jurisdiction of the case and the subject, so that if the grain doors are not supplied in sufficient quantity and with such regularity as to insure prompt shipments, then the order can be revoked or enforced by the Commission, to the end that the equipment will be supplied.

"The Commission requires the Secretary of this, the Indiana Association, to keep posted as to the service, pursuant to this order, and from time to time to report to the Commission failures on the part of the carriers to furnish the equipment; it is, therefore, up to the shippers to keep Sec'y Riley

and the Commission fully advised of any delinquency on the part of the carriers."

Mr. Riley suggests dealers bring this order to the attention of local railroad agents and co-operate with them in carrying out its provisions, by making timely requisition for grain doors, in so far as possible doing so by written request and preserving a copy for reference and for future use.

"The grain dealers are extremely fortunate in securing this order," adds Mr. Riley, "since our protest was denied, as it places the Railroad Commission behind the carriers to insure equipment. The penalties of the law will attach to carriers if they fail, while if they keep you supplied with doors, you will have no occasion to complain about lack of proper equipment or grain door claims not being paid.

"The country shipper has been in no position to profit by furnishing grain doors, as have the terminal market dealers, some of whom are reported to have made thousands of dollars annually by not accounting for the grain doors removed from cars unloaded by them and afterwards placed in outgoing cars and \$2 collected for each of them. This practice is reported to have been indulged in, by the knowledge and consent of the carriers, to the extent of more than a quarter of a million dollars annually, in one of the large markets of the country, and to a corresponding degree in some of the smaller markets. The withdrawal of tariff protection and operating under this order will interfere with that practice which was flagrantly discriminative in favor of such markets and receivers in the exact ratio that it was disadvantageous to those that did not enjoy the 'graft.'

"Members of this Indiana Association and other shippers will please read the order below; keep a record of the service you get and the cars you are required to repair before loading, and then to report to the Association at frequent intervals, so

that the service can all be reported to the Commission for its information, and use if necessary. This will insure the equipment contemplated and a compliance with the Commission's order upon the Secretary of this Association to compile data, that it may be kept advised as to how the order is being observed and enforced, as well as informed about the condition of the equipment generally that the grain dealers are required to use.

THE ORDER.

State of Indiana: Railroad Commission of Indiana.—In the matter of tariffs filed by certain railroad companies providing or withdrawing payment to shippers for grain doors furnished, where same are missing or have not been furnished by carriers:

In the above matter, the Commission, in accordance with Chapter 186 of the Acts of the General Assembly of 1911, approved March 4, 1911, having suspended certain tariffs and having entered upon and concluded a final hearing on the 25th day of April, 1912, concerning the propriety of certain charges made in certain tariffs by the following railroad companies, namely: Baltimore & Ohio R. R. Co., Baltimore & Ohio Southwestern R. R. Co., Central Indiana Railway Co., Chesapeake & Ohio R. R. Co. of Indiana, Chicago & Eastern Illinois R. R. Co., Chicago & Erie R. R. Co., Chicago & Wabash Valley Ry. Co., Chicago, Indiana & Southern Ry. Co., Chicago, Terre Haute & Southeastern Ry. Co., Cincinnati, Hamilton & Dayton Ry. Co., Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Dayton & Union R. R. Co., Elgin, Joliet & Eastern Ry. Co., Grand Trunk Western Ry. Co., Indiana Harbor Belt R. R. Co., Illinois Central Ry. Co., Lake Shore & Western Ry. Co., Lake Shore & Michigan Southern Ry. Co., Louisville & Nashville R. R. Co., Michigan Central R. R. Co., New Jersey, Indiana & Illinois R. R. Co., New York, Chicago & St. Louis R. R. Co., Pere Marquette R. R. Co., Toledo, St. Louis & Western R. R. Co., Pennsylvania R. R. Co., Pittsburgh, Cincinnati, Chicago & St. Louis R. R. Co., Wabash R. R. Co., Chicago, Indianapolis & Louisville R. R. Co.;

And said companies having appeared before the Commission by their counsel, general managers, and freight agents; and certain protestants against the taking effect of said tariffs having appeared before the Commission by C. B. Riley, secretary of the Indiana Grain Dealers' Association, and by certain dealers in grain and owners of elevators in the state; and said protestants having advised the Commission that their purpose and intention is only to secure accommodations absolutely necessary to their business, and that they desire no profit or emolument other than the securing of such facilities, and are willing that any order may be made which will secure such facilities for them; and the Commission being fully advised, upon consideration, it is

Ordered, That this proceeding is hereby abated so far as to allow the tariffs mentioned in said original order and the tariffs upon the same subject filed since said original order was made to go into effect on the first day of May, 1912, or on the dates mentioned in said tariffs, and so that said tariffs may now become effective on said dates.

It is further Ordered, That this Commission will retain jurisdiction of this case and of the questions and issues involved therein, for the purpose of being advised whether or not said companies will strictly comply with the promises and agreements made by them at said hearing; namely, that in all cases said carriers will furnish to shippers in this state grain doors for cars at the stations with such promptness and regularity that shippers in this state will not be delayed, hindered, or damaged in their shipments of grain.

It is further Ordered, That each of the carriers filing said tariffs shall furnish to this Commission for its approval within the next thirty days copies of orders and directions made by them to their station agents at all points of origin of shipments of grain in this state with reference to the strict carrying out of their agreements to furnish grain doors to shippers at said points.

It is further Ordered, That the secretary of the Indiana Grain Dealers' Association is hereby requested and required to advise the Railroad Commission from time to time as to the action of the carriers in furnishing grain doors as agreed to by said carriers and as prescribed in this order.

It is further Ordered, That the secretary mail copy of this order to above named carriers and to protestant C. B. Riley.

I, J. L. Reiley, secretary of the Railroad Commission of Indiana, hereby certify that the above is a true and complete copy of the order made by the Railroad Commission of Indiana in the above entitled cause on the 29th day of April, 1912.

Given under my hand and seal this 29th day of April, 1912.

Indianapolis, April 29. J. L. REILEY, Secretary.

Owing to the unsatisfactory quality of the present Argentine wheat crop the following provision has been made for the establishment of contract grading: From June to December wheat tenderable on contract should weigh 78 kilos, or 62½ lbs., but provisions have been made for wheat weighing as low as 71 kilos, or 56½ lbs. a bu., with a total allowance of a difference of 40c per quintal. The quality allows for 2 per cent sprouted, ½ per cent heated and ½ per cent smut. Shipments April from Argentina graded high and weighed 80 kilos, or 64½ lbs., per bu.

THE REMSEN BOARD.

The retirement of Dr. Wiley from the Bureau of Chemistry has, perhaps, relieved some of the tension in that body; but the palpable necessity of some body of men of such scientific attainments as to be recognized as definitive technical authority remains the same, whether Dr. Wiley's influence over the Bureau survives his disappearance therefrom or passes with him. The pure food act, it is apprehended, is not, and was not, intended to be a nursery for fads and a medium for the propagation of scientific quibbles. When one considers that, as Hon. Wm. A. Rodenberg of Illinois recently said in the House, many common garden vegetables and fruits contain in manifestly harmless quantity substances that in condensed forms are active poisons, it is needful that there be some body to check up, if need there be, the rulings of the Bureau or its agents should it continue its sometime unjustifiable penalizing of food and feed stuffs that show "poisonous substances" in their composition that were put there by Nature herself. "What is a weed?" asks Emerson in one of his addresses; and himself answers by saying: "A plant whose virtues have not yet been discovered, every one of the two hundred thousand probably yet to be of utility in the arts. Prolific time will yet bring an inventor to every plant." Mr. Rodenberg puts this in a different way by saying: "I do not attempt to explain the purpose of the Creator in distributing so many so-called poisons throughout the vegetable kingdom. Manifestly, there was a purpose which we may partially reveal."

Certain foods are, therefore, not necessarily harmful and to be arbitrarily rejected because they contain a deleterious ingredient; but they may become dangerous when the proportion of deleterious substance is unduly magnified. The Dr. Wiley theory, then, is fallacious that, "The argument of small quantities has absolutely no ethical, logical or legal foundation, and is most dangerous."

It is because this doctrine is specious that it has obtained the almost unanimous endorsement of the public. In form it is an axiom, to dispute which is equivalent in the public mind to a declaration of consummate personal wickedness. It has, therefore, been found necessary to have a body of chemists of unquestioned personal authority to whom foods or food products affected by the principle above laid down may be referred when they may happen to come under the unfavorable purview of the Bureau of Chemistry, who may declare authoritatively whether said foods or food products are, or are not, harmful and objectionable from the point of view of the public health. In fact, as Mr. Rodenberg in his address to the House on the bill to appropriate funds for the support of the Remsen Board, said: "Secretary Wilson long ago recognized that,—

while the analytical chemists in his department were capable of separating substances and defining their various parts, yet there was none who knew the effects of any of the parts so found upon health; and he very properly conceded the justice of a scientific board of appeals to which this and similar disputes could be referred for final decision.

It was this that impelled President Roosevelt to request the leading universities of the country each to nominate to him as a member of such a board some man who, by reason of probity of character and profound knowledge of those sciences necessarily involved in the question of wholesomeness of a given substance upon the human system, was qualified to determine finally and indisputably the wholesomeness or unwholesomeness of an article of food. In this way five men were selected. Who were they?

Prof. Ira Remsen, president of John Hopkins University, of Baltimore, founder and editor of the American Chemical Journal, author of note, and presumably the greatest chemist in this country today.

Prof. Russell H. Chittenden, of Yale University, one of the world's greatest living pathologists, an author of fame, and a man of unquestioned accomplishments.

Dr. Christian A. Herter, of Columbia University, a renowned pharmacologist, and also a distinguished author on the subject of nervous diseases.

Dr. John H. Long, of the Northwestern University, Chicago, a pathological chemist and also an author of textbooks, and a well-known contributor to scientific publications.

Dr. Alonzo B. Taylor, of the University of California, where he was a professor of pathology, and who is now professor of physiological chemistry in the University of Pennsylvania.

Upon the death of Prof. Herter, in 1910, Dr. Theo-

bold Smith, of Harvard University, was appointed to the vacancy. Dr. Smith's attainments are also well known and recognized wherever the language of science is spoken, and, since 1901, he has been a member of the board of directors of the Rockefeller Institute for Medical Research, in New York.

Such is the Remsen Referee Board. It was raised to determine the dispute over benzoate of soda, already alluded to, as also another dispute over the use of sulphur in drying fruits.

Its judgment, after an exhaustive examination lasting six times as long as that of the Bureau of Chemistry, was unanimous that benzoate of soda was a harmless ingredient—a judgment which was promulgated as the ruling of the government and which stands today, as it will ever stand, as the final word on the subject. This decision is the first handed down by the Remsen Board. It reversed Dr. Wiley. . . . And here again we find justification for the appointment of great experts in those very branches of science, because it is those, and those alone, which are involved in every question relating to the effects of any substance upon health.

This decision of the Remsen Board readjusted and restored business situations; it gave confidence to vast enterprises; it enabled the farmer to continue producing his fruits for sale to preserving plants; it continued in employment thousands of laboring men, women, and children who were dependent upon the activities of those institutions; it has had untold influences upon whole communities which in turn were dependent upon those laboring people; and mark you, Mr. Speaker, just exactly the reverse of all this would have been true had the original decision of the Bureau of Chemistry been allowed to

face in regard to the shipment and found that two of the cars of the Dillon Implement Co. shipment and one of the two cars of the Montana Mercantile Co. shipment had been delivered. When he was about to raise a rumpus because the cars had been delivered without the proper bills of lading, he was informed that bills of lading had been presented by Wilson to the Santa Ana agent properly filled out and endorsed with the stamp of the First National Bank of Los Angeles. Upon investigation he found that Wilson had procured blanks and filled them out from the data he had on his invoice. He had stamped with a bogus stamp the document as paid and had gotten three cars in that manner. The transaction netted him about \$3,000.

J. E. Farrell, auditor for the San Pedro, Los Angeles and Salt Lake R. R. Company, then went to Dillon to look over the original bills, and stated that as the Railroad company's agents had delivered the cars on bogus bills the value of the shipment would be paid immediately to the consignors, but that the carrier would try by civil action to recover the amount from the final buyers.

A KANSAS ELEVATOR.

J. C. Lilley & Co., of Burns, Kansas, owners of the elevator shown in the picture, planned their own house and directed its construction. They thought they knew what they wanted, and are quite sure now, after several years' operation (the ele-



ELEVATOR OF J. C. LILLEY & CO., BURNS, KAN.

stand. In the light of the discovery of the erroneous conclusion let us not forget the disastrous effects if that error had not been discovered and corrected and those affected had had no redress or place to appeal.

What I have said applies with equal force to those undetermined questions now before the Remsen Board awaiting final solution. . . . Illustrations, but they are not necessary to convince me of the wisdom of the appointment and the sound reasons which exist for the continuance of the Remsen Board. We want to know. We want to be shown. We can not know too much. We can not go too high for the last word on these mooted questions. We can not go to a higher source of information than this Remsen Board. Let us continue it, and strengthen its hands, and increase its powers if need be; and furthermore, Mr. Speaker, let us help by indorsing this useful adjunct to the pure-food law, to break down some of the insanity and hysteria which have characterized the criticisms of the board. Above all, let us by voting this appropriation voice our indorsement of the board and set the seal of our condemnation upon the unspeakably base efforts to which some commercial houses have resorted in attempting to belittle its past decision, and in trying to foster public distrust in what it has done and is doing so accurately and well.

A WESTERN SWINDLE.

The Tribune at Dillon, Mont., tells the story of a successful double forgery that the common custom of handling order bills of lading makes more easy than good business methods on the part of both railways and bankers ought to make possible. The story is as follows:

About the 20th of March, one A. Y. Wilson of Santa Ana, Calif., wrote to the Dillon Implement Co. and the Montana Mercantile Co. asking for samples and prices of oats. The requested matter was sent; and subsequently an order was received by the Dillon Implement Co. for three cars and by the Montana Mercantile Co. for two cars of oats. The cars were sent, and the consignors forwarded to Wilson an invoice and description of the shipment. They also sent the bills of lading with sight draft attached, to the First National Bank of Los Angeles with instructions to notify Wilson of their receipt.

In the course of a few days, the Bank wired that they were unable to locate the consignee, and they were in turn wired to turn the bills over to M. L. Davidson. Mr. Davidson inquired at the freight of-

vator was built in 1897), that they hit it right for a convenient working elevator.

The house contains four large and five small bins for grain, all hoppers but one, giving a storage capacity of about 8,000 bushels and store room for three carloads of feed. There is a loading platform on each side of the building, and the machinery is moved by a 15-horsepower Otto Gasoline Engine. The house is equipped to unload from cars into the elevator and into cars from the elevator, and has proved a very convenient plant.

SEIZING CORN IN THE SOUTHEAST.

Shippers to the Southeast will remember that the "germinating season" is here and that corn going south of the Ohio River is liable to get into trouble. Some has already done so in both South Carolina and Alabama. On April 26 Agricultural Commissioner Watson ordered at least 1,000 bushels of corn and cracked corn in Charleston and elsewhere seized as "unfit for any purpose," and we assume it was condemned and destroyed. At Montgomery, Ala., about the same time a car of corn was seized, condemned and destroyed for the same reason; and the public was notified that, "The State Department of Agriculture and Industries is using every effort to prevent the sale in Alabama of rotten corn and other impure feedstuffs. During the past few weeks the Pure Food and Drug Bureau of the Department has been especially alert in tracing violations of the law, a large number of shipments having been condemned and destroyed at the instance of the Bureau."

"According to C. H. Billingsley, chief clerk in the Pure Food and Drug Bureau, quantities of rotten corn have been shipped into the state during the past few months, and warnings have been issued to merchants to inspect all shipments before unloading cars. Shipments inspected prior to unloading can then be returned to the consignor of found to be in an unfit condition."

PRIZE WINNER CHALLENGED.

The last prize winner showing the world's most perfect ear of corn was Fred Palin of Newton, Ind., who holds the Kellogg \$1,000 corn trophy, won at the Columbus National Corn Exposition in 1910. His ear of corn was described as follows:

VARIETY—Palin's Corn Flake Yellow.

A HYBRID—The Seventh year production.

PARENT PLANTS—Male, Reid's Yellow Dent; Female, Alexander's Gold Standard.

DIMENSIONS—Length, $10\frac{1}{8}$ inches. Circumference, $7\frac{3}{4}$ inches. Number of rows, 20. Length of kernels, $\frac{3}{4}$ of an inch. Width of kernels, about $\frac{3}{8}$ of an inch. Thickness of kernels, $\frac{1}{6}$ of an inch. Arrangement, very uniform, kernels running in straight rows the entire length of the ear without a misplaced grain, holding their length well to the ends of the ear, tip being well covered with dented grains. Weight, 20 ounces. Estimated proportions—corn, 92 per cent; cob, 8 per cent.

But a few weeks ago the managers of the National Corn Show to be held at Columbia, S. C., in February, 1913, unearthed at Savannah, Ga., one E. M. Bailey, familiarly called a "Georgia Cracker," 79 years of age, who has been a planter all his life and who in 1912 raised some corn. He had heard of Fred Palin—for what farmer has not?—and in picking his corn was reminded of him by himself finding a likely ear of corn on his place. This ear with one or two others of some class all their own he carried into Savannah and showed them to the editor. "I just want you to take the measurements for yourself," said Mr. Bailey, "and say which ear of corn is the better, his ear or mine." And, taking the measurements of the Indiana ear of corn as a comparison with the Georgia product, the Savannah editor thinks the Bryan County farmer ought to hold the trophy, "a dozen different ways." The figures for the two ears are as follows:

Bailey's ear measures $11\frac{1}{2}$ inches in length; Palin's $10\frac{1}{8}$ inches. Bailey's ear measures $9\frac{1}{2}$ inches in circumference; Palin's $7\frac{3}{4}$ inches. There are 22 rows of kernels on Bailey's ear; 20 rows on Palin's. Bailey's ear measured $\frac{7}{8}$ of an inch in length of kernels; Palin's $\frac{3}{4}$ of an inch. The width of kernels in Bailey's ear is $\frac{3}{8}$ of an inch; on Palin's they are about $\frac{3}{8}$ of an inch. Mr. Bailey explained when showing his ear that his corn was then pretty well dried out and would not weigh as much as when pulled last fall; on the other hand, Mr. Palin's ear was pulled and weighed when it was practically green. The weight of the Indiana ear was therefore greater than that of the Georgia product.

Mr. Bailey expects to show corn at the Columbia Exposition.

SOAP FROM SOYA BEANS.

Apropos Mr. Kuné's articles on the soya bean, and in view of the fact that American soap factories last year imported bean oil for their use to the amount of \$2,685,596, the following report by Consul A. W. Pontius, at Dalney, Manchuria, will at least be interesting:

A good portion of the many thousand tons of Manchurian beans exported to Europe returns to the Far East in various forms of manufactures, such as soap (bean oil constituting an important ingredient), refined oil, soya biscuits, etc.

The merits and economy of bean oil as a substitute for coconut oil and tallow have been scientifically established. For this purpose, however, the crude bean oil, as produced by the crushing mills here, must undergo a refining process. This is still a technical experiment at the local central laboratory, which seeks to provide a process commercially feasible and available to those with small capital. The few soap factories in Dalny and elsewhere in Manchuria must now mix other fats, such as coconut oil, to the bean oil to secure the proper solidity.

About one and one-half years ago Lever and other large British soap makers became interested in Manchurian beans as a desirable material. It is understood that Lever will establish a soap factory at Kobe for utilizing Manchurian bean oil, notwithstanding that soda, another important soap ingredient, is not yet produced in Japan, the annual imports of which for all branches of industry reaches about \$1,000,000. There are good prospects, however, of soda being procurable in Kwantung Leased Territory, which has immense resources for salt making.

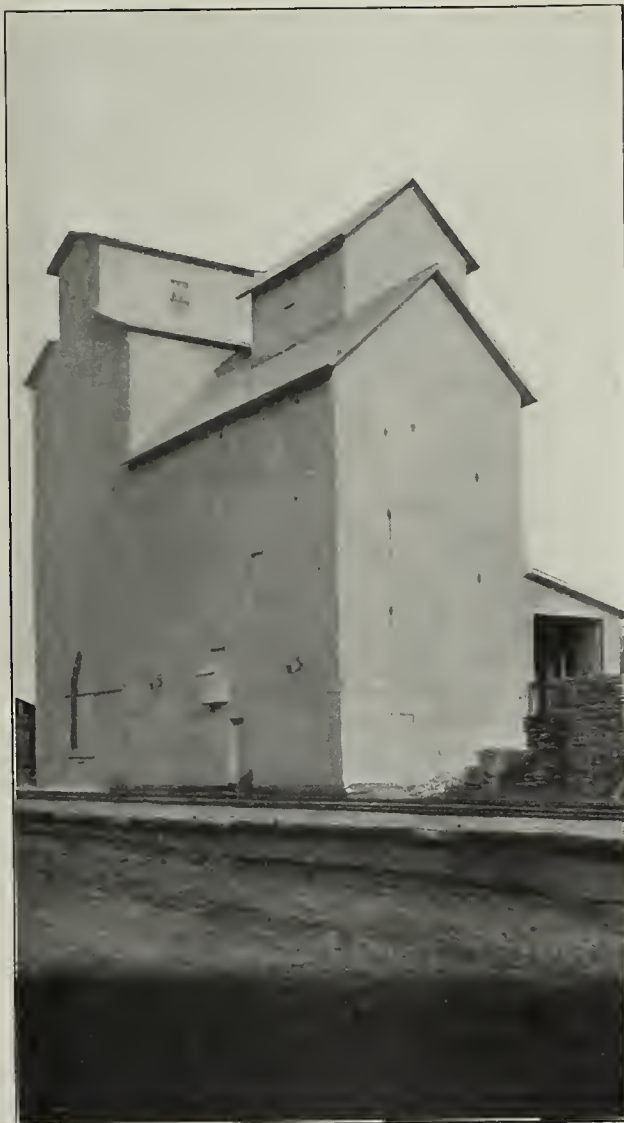
In South Manchuria laundry soap sales are largest from June to October. The Mukden market and the country northward are supplied by Shanghai, chiefly with German and Russian products. A factory at Vladivostok makes a laundry soap which withstands the intense cold of Manchurian winters,

and could extend its sale as far south as Kung-chuling. However, a Mukden factory (Niao Ho), with a daily capacity of 5,000 pieces of bar soap and 400 pieces of toilet soap, makes such low competitive prices that the imports of the Russian product are affected.

The three factories in Dalny are Bangyoku Yoko on Oyamadori (which hopes to double its \$6,500 sales of last year), Hatanaka Soap Factory in Noto-machi (which may be reorganized into a \$10,000 stock company), and a factory in Kaga-cho. Their combined annual output is about \$15,000, mostly of laundry soap, a small amount of toilet soap being made in winter. The local industry has a promising future, but it must wait for large expansion until the refining process for bean oil and the extraction of soda from Kwantung salt are brought to a commercially workable basis.

AN ILLINOIS ELEVATOR.

The elevator of the picture, owned by H. E. Parsons, Philo, Ill., on the main line of the Wabash is a development, a growth, the taller section representing the increase of capacity required after fifteen years, in spite of the better and more rapid



H. E. PARSONS' ELEVATOR AT PHILO, ILL.

shipping facilities those years should have brought. At any rate, the lower part of the plant was built in 1894 and the other in 1909, the combined estimated capacity being 35,000 bushels. The house has all necessary machinery, including an automatic scale, for handling through these houses from 300,000 to 500,000 bushels of grain annually.

Mr. Parsons has been in business at Philo just twenty-five years this month, and is deservedly popular with the farmers trading there. He handles implements, coal, flour, feed, salt, etc.

The House on April 30 added to the postoffice appropriation bill a provision which will constitute a subsidy to all highways used in the rural free delivery mail service. These roads under the bill should be divided in three classes with subsidies of \$25, \$20 and \$15 a mile. It was estimated the cost the first year would be \$16,000,000 to \$18,000,000. The bill as passed was a compromise of twenty-nine good roads bills. The division was between city and country. Democrats and Republicans alike from rural communities combined to defeat the arguments of a similar coalition of representatives from the cities.

NATIONAL CHAMBER OF COMMERCE.

The Chamber of Commerce of the United States of America was organized at The Hotel Willard, Washington, on April 22 and 23, by 724 delegates representing 250 commercial organizations invited to Washington to a conference for the purpose by President Taft and Secretary Nagel of the Department of Commerce and Labor. Harry A. Wheeler of Chicago was made first president of the Chamber.

In opening the Conference, President Taft said he had been much impressed with the need for constant and intelligent co-operation with the great industrial forces of our country.

Even regulating measures which have been adopted in the past may have suffered from lack of advice from "those best qualified by experience and training to give it. In all legislation looking to the furtherance of commerce, resort must be had to experience and training of business men." He pledged Government aid to the enterprise in hand.

Secretary Nagel said that in his opinion the Chamber of Commerce ought to have a National charter to be granted by Congress. This would be the sign of Congressional approval and would mark the organization as distinctly under the protection and recognition of the federal Government. There are many questions which might come within the scope of the Chamber's inquiries. Mr. Nagel mentioned the trust question and showed that the Constitution was inadequate in its treatment of industrial subjects. Comprehensive supplementary legislation is needed and the statute to be adopted should be constructive and not merely prohibitive.

Harry A. Wheeler of Chicago, being named as temporary chairman, read a paper in which he set forth the need for an organization which should receive the hearty financial support of the different commercial organizations and which should, more than that, have the sincere personal recognition and aid of the different men in various parts of the country who were interested in its purposes. A mere staff of salaried officials is not enough. Mr. Wheeler then turned to the question whether the existing National Board of Trade could be utilized as a basis of organized and argued against it. That body, he said, cannot be said to have been unsuccessful. "It has developed in many channels a public sentiment in favor of national co-operation of business interests. It has to its credit certain distinct and specific accomplishments. If it has been unsuccessful in any one particular, it has been through its failure to enlist a support in the national representative of all sections and of all classes of business; and this I believe not to have arisen through any lack of effort on the part of the National Board of Trade but simply because it has found commercial organizations unresponsive and indifferent to the projects which it has proposed." For the same reason the National Council of Commerce is negligible, having no real vitality. What the Chamber of Commerce needs is "courage enough not to fear politics but only partisan politics." It needs "a purpose broad enough to consider every business and economic question before the country, whether that question be the subject of legislation or not." Give it that, he said, "and you will create an interest broad enough to attract to the membership all classes of organizations and all sections and to retain an interest and command a service that will do much in its advisory capacity to assist both the executive and the legislative branches of the Government to settle questions of vital moment that cannot be wisely settled except by the co-operation of the business and the legislative forces of the country."

Permanent officers of the Conference were elected as follows: Mr. Wheeler, president; Col. John I. Marden, St. Louis, sergeant-at-arms, and Messrs. J. H. Arnold of Fort Worth, James T. Hoile of New York City, Herbert N. Davidson of Worcester (Mass.), Chas. E. Reed of New York, J. R. Park of Pittsburgh and Edwin L. Quarles of Baltimore, secretaries.

The plan of organization is that presented by John H. Fahey of Boston, substantially as follows:

Membership.—All corporations and organizations

not created for a purely commercial purpose. This includes not only boards of trade and chambers of commerce, but also state, interstate and national organizations confined to one trade or a group of allied trades. Associations with fifty members are allowed one delegate and one for each 100 members additional, no organization to have more than ten. Each association is to pay dues of \$20 a year for each delegate. Individual members are admitted on a basis of dues to be fixed by a board so that those who wished to contribute more than the necessary minimum would be able to do so if they desired.

Government.—An advisory council consisting of one member from each organization is created, this council to elect a board of directors numbering twenty-five who will forthwith choose a permanent headquarters and install a clerical force. It is their duty to choose the place for the annual meeting. The organization is to publish reports on the result of its labors and distribute them to members and to public officers. It will be the judge of its own membership and have other functions naturally associated with these.

It was admitted by those in charge of the meeting that the whole proposition is still tentative, and much must be left to be worked out during the year by those to whom the enterprise has been entrusted.

At one session it was announced that John Candler Cobb, of Boston, in behalf of the National Chamber of Commerce, had presented the Chamber with \$1,000 for a treasury fund.

The Conference then received and adopted the report of the committee on nominations. By this action the following twenty-five directors were elected for the coming year: George H. Whitcher of Berlin, N. H.; J. H. Fahey of Boston; A. M. Cooper of Bridgeport, Conn.; W. P. Truesdell of New York City; Ludwig Nissen of New York City; H. A. Logan of Pittsburgh; Bernard N. Baker of Baltimore; William D. Mullen of Wilmington, Del.; John Joy Edson of Washington, D. C.; F. F. Prentiss of Cleveland, Ohio; F. A. Bode of Chicago; H. T. Wicks of Saginaw, Mich.; A. H. Vogel of Milwaukee, Wis.; C. G. Craddock of Lynchburg, Va.; P. J. Kruesi of Chattanooga, Tenn.; Lewis W. Parker of Greenville, S. C.; W. B. Thompson of New Orleans; I. H. Kempner of Galveston, Tex.; H. J. Hodge of Abilene, Kan.; Elias Michael of St. Louis; B. F. Kauffman of Des Moines, Ia.; E. P. Wells of Minneapolis, Minn.; E. G. Griggs of Tacoma, Wash.; A. C. Dickson of Eugene, Ore., and H. H. Allen of San Francisco.

TRADE LITERATURE.

HOTEL DIRECTORY.—Traveling men generally will be interested in the 1912 edition of "The John Willy Hotel Directory." It contains a list of about 15,000 hotels located in all cities of the country of 1,000 people and upwards, whose accommodations and rates are given in the Directory. These are all the houses travelers will care to know anything about. They are listed alphabetically by towns and states, so that the hotel resources for any town are readily ascertainable, and the book will be found a great convenience to travelers into new territory. The book is in convenient form (3½x9 in.), bound in cloth; and is sold for \$1, by The Hotel Monthly, 443 South Dearborn St., Chicago.

CORNICE WORK MANUAL.—This is a new edition of a practical work of great value to all workers in sheet metals, being an exposition of cornice work in all its branches, compiled from the files of the American Artisan, by Sidney P. Johnson. It is illustrated by numerous diagrams, well bound in red cloth, carefully indexed. The price is \$3.50; and will be sent on receipt of price by The American Artisan Press, 537 South Dearborn St., Chicago.

J. H. Cox of the B. P. I., Agr. Dept. at Washington on April 20 sailed from Baltimore on a freighter carrying 268,000 bushels of corn for the purpose of studying American corn in transit across the Atlantic and to give shippers in this country the benefit of information which will enable them to land their product in European ports in the best possible condition.

COMMISSION MAN AND HIS CLIENT.*

It is generally understood that a commission merchant is one who sells or buys different commodities for others for a commission, or allowance for services. There are firms that conduct only a commission business and others that combine a commission with a merchandising business on their own account. There are also firms in the grain business that use the title, "commission merchant," who confine their operations to buying or selling grain on their own account strictly. I shall treat the subject as relating only to commission merchants who are strictly sellers of grain on commission for the country grain dealer, and in that sense act as his agents. There is a distinction between the classes of operators noted, which has a marked bearing upon their business relations with the country grain dealer; and I have made the distinction because I have found that some grain shippers apparently fail to appreciate the importance of it.

There has always been a place in the grain trade for the commission merchant and always will be to a greater or less degree, depending upon conditions, as there are always those who need their services in the disposal of their grain and their assistance financially. There have been periods in the development of the grain business of the Northwest when the sentiment was prevalent that the commission merchant would soon cease to be a factor in the trade, due to changes in business methods which would enable grain dealers to dispense with his services, and there have been times when it looked as if that sentiment were well founded; for shippers were influenced to turn their business into other channels that appeared to be more advantageous than consigning grain on the market to be handled by the commission merchant. In many cases such changes of policy became permanent; but many have concluded after trial of the new method that the commission merchant could do as well by them as anybody, and so have renewed their allegiance to him, while other shippers were found to take the place of those who permanently changed their business policy; so that the commission merchant is still a large factor in the grain business.

There have been and still are many men of great business ability and indomitable energy engaged in the grain commission business. Some of these men have passed away, but others of them are still influential in the business. These men of a former generation are those who organized and built up the great boards of trade of the cities of the Northwest, which now dominate the grain trade of the world. These organizations seek to elevate and maintain the standard of business integrity among their members; and to such a degree is this policy carried out that when a member is found to be lacking in integrity it is a matter of wide comment. Through these organizations it is possible to handle the crops of the country with the minimum of expense. They are necessary factors in the dissemination of information regarding grain values in the markets of the world and the conditions which govern them. These institutions have organized and maintained systems of inspection and weighing for the purpose of harmonizing the interests of seller and buyer and for the protection of the country grain shipper; so that now, in nearly all principal markets, the grain shipped by the smallest dealer is as carefully and as accurately inspected and weighed as is that of the concern that handles millions of bushels, and in a manner usually satisfactory to both buyer and seller. Through the influence of these organizations legislation for the benefit of the grain trade has been enacted, and railroad rates have been adjusted and equalized; and I might go on to enumerate in detail other re-

forms and improvements in business that have been brought about by their influence.

Now, in view of the conditions which I have mentioned, it is necessary that the interests of the commission merchant should be allied to those of the country grain dealer, for both must have business relations. These relations may cover a wide range or may be restricted to a narrow sphere, depending upon conditions; for relations of that kind may mean much or little, according to whether they are close or merely nominal in character. When we speak of a relationship, it is usually inferred that it means more than a mere acquaintance or knowledge of a person gained through some slight business or social intercourse; it means an alliance for mutual benefit. Business relations are, of course, cultivated first; and through such cultivation friendships are often formed that are life long. Without some such friendly relationship between the country dealer and the commission merchant, it is difficult to transact business with the fullest profit to both, and the more cordial and friendly this connection is the more readily business is transacted and usually the more advantageous it is to all parties concerned.

The relations of the shipper and commission merchant must necessarily rest on mutual confidence; for without confidence in the integrity and ability of the house to whom one ships his grain the best results cannot be secured; and unless the commission merchant has confidence in the shipper he operates for him at some disadvantage. The time was when shippers, as a rule, looked upon commission merchants with suspicion, and perhaps there was in some cases reason for this; but I think I am safe in saying that there has been improvement along these lines, due to better acquaintance and to shippers becoming much more conversant with the methods of doing business in terminal markets, and also to lesser extent to improvement in the class of men in the commission business.

It is essential that the shipper should become acquainted with those who are in the commission or receiving business, whether he does business with them or not, for he never knows when he may have need of their services, and by being acquainted with the trade he is in a position to determine who will best serve his interest. Therefore, when a "lone traveling man" calls upon you, representing a commission house, treat him well, Mr. Country Dealer, and get all the information from him you can, for it may prove to your advantage to do so; and do you also call on and meet the people you do business with, whenever that is possible; for if they are the right kind of people, they will always be glad to see you, and it will tend to improve your relations with them. The shipper may sometimes think that the commission house, or its representative, is too urgent in the effort to promote business relations and so "turns them down." It is possible that in some cases this urgency may be carried to extremes; but, as a rule, only the best interest of both are sought for, and these efforts should be taken in that spirit. Experience has proved the necessity of such relations in business, and those who cultivate them the most cordially, whether shippers or commission merchants, are the most successful.

Back of all this, however, must be the ability and mutual purpose to carry out to the letter promises that are made and to meet with fidelity all obligations that are imposed. This is especially obligatory on the part of the commission merchant; for he is in all respects an agent of those who consign him their property, and he must stand ready to follow instructions; otherwise previous confidential relations are liable to be suddenly terminated. No one realizes this fact better than the commission merchant and it is due to this that he seeks to have as close relations as possible with his shipper, in order to become fully acquainted with his methods of doing business and to be conversant with his wishes in regard to the way his consignments should be handled. Instructions from shippers cover a wide range, from those of the man who never advises the consignee of a shipment (further than to make a

*This article is one that has remained for a long time among the "available" but unused material of the editor's desk; unfortunately, the author's name was not properly inscribed on the MSS. and the editor is now unable to "give credit where credit is due." It was written to be read at a grain dealers' meeting somewhere in the West some time ago; but it has never been hitherto published, although it contains some excellent ideas. The editor trusts that if this should fall under the eye of the author, and he should recognize his handiwork, he will pardon some slight liberties taken with the text to bring it up-to-date.—Editor.

draft against it) to the man who writes a full page letter stating what he knows about the market and winds up by fixing the price that must be secured for his grain if another shipment is expected from him. The commission merchant, for his part, must not only get the market price for the shipment, but he must meet drafts promptly, make prompt and accurate returns, and keep the shipper posted generally in regard to the market and changes in freight rates. He is also expected to perform many other services too numerous to mention, which are of value to the shipper, but all of which take time and effort and involve more or less expense. The commission merchant is also expected by some shippers to know exactly what the market will do the next day or a week in advance, and his sales may be criticised if the market advances after they are made; and he is very sure to hear complaints if he holds too long and the market declines before he can sell. Some commission merchants try to gratify the desire of their shippers to know the future of the market, and in some instances undertake to predict its course—predictions which in most instances make very interesting reading on "the morning after the day before."

The successful commission merchant must be so constituted that he can adapt himself to others' needs and requirements; in other words, put himself in the place of his shipper, and when occasion requires act for him with the care and discretion he would exercise if acting entirely for himself. He must have experience in his line of business, and a knowledge of the rules and customs governing transactions on the markets. He must be energetic and never lag in his effort to find a good buyer for his consignments, and possess the patience of a Job in order to avoid trouble with his customers. He must be quick to perceive changes in market conditions and be ready to act intuitively and quickly; for he cannot always have "all day" in which to make up his mind whether he had better sell or wait. He must be a judge of character, in order to determine whether the buyer's objections to his offers are real or assumed; he must be courageous to act promptly on his best judgment, and be willing to take the chances of being wrong. With his other qualifications, he must be honest; but no matter how honest he may be, he is liable to fail in reaching the top unless he possesses some or all of the other qualifications enumerated. This is, of course, the ideal commission man; some fall short of this.

THE SHIPPER'S RESPONSIBILITY.

The responsibility, however, for a profitable grain shipping business does not all depend upon the efforts of the commission merchant, by any means; for the shipper himself must necessarily bear the large share of it; and to his care and discretion in buying and shipping is mainly due his own success or failure in business. No matter how good the sales may be made for him on the market, only good fortune can, as a rule, prevent losses on poor purchases. The old adage, "A thing well bought is half sold," applies to grain buying as well as to anything else—perhaps more. The shipper is generally "a bull" on the grain he handled, and his business naturally makes him so; consequently, he is inclined to strain a point to get his full share of the business of his station, hoping that the market, or his commission merchant, will help him out. Too many chances are taken in this way that often result in sales being disappointing and in rupturing friendly relations with the house that makes the sales. The usual excuse for reckless buying is competition of other buyers; but that is not always a valid one, for there is no good reason why a buyer should knowingly pay more than the grain is worth, either because another is foolish enough to do so or for other reasons. If one has the courage to stop this practice, it will not be long before others also will do so. I say "courage to stop" paying too much; for generally it requires more courage to put a stop to losses made in that way than to continue making them; but when the end of the season comes around and the credit side of the ledger shows a larger balance than it otherwise would, virtue then becomes "its own reward."

Discretion in shipping is a factor in the business which is often overlooked by shippers. The bullish propensity previously mentioned may lead a shipper to wait on an advancing market until he thinks it is about top. Then he orders his cars; and after waiting for them anywhere from two days to a week he proceeds to load, and after loading it may be a day or two longer before the railroad company pulls them out. In the meantime the market has begun to drop off, and about the time the cars strike the market it has taken a dip that wipes out the advance the shipper had waited to realize. Motto: "Don't wait for all the advance hoped for before you get busy." Of course, it may not always turn out that way; but I think most of you have had that experience.

It is easy to point out the faults of country shippers, for they have them, and what is common to one may apply in a measure to all; but, with all their shortcomings, they are as a class a lot of good fellows and for honesty and integrity measure well with any class of business men. Considering the volume of business handled by them, I think I am safe in saying that the losses to others incurred by their failure to meet their obligations average less than those in any other class of business. It is worthy of note that for grit and perseverance they excel all others. They are beset on one side by a class of sellers that resort to all kinds of unbusiness-like methods to secure more than their property is worth; and on the other side by the fierce competition of other dealers; while they are obliged to continually face an ever-changing market, which in a single fluctuation may wipe out their anticipated profit and possibly result in their transactions proving a loss. On the whole, I think that country grain dealers, in addition to their other qualifications, must possess a greater quantity of that article we call "nerve" than most business men need and much more than they are generally given credit for having. It must be conceded also that, as a rule, they are good, all-around business men; for, in spite of the difficulties they have to face, most of them emerge at the end of the season with something of a balance to their credit.

AGRICULTURAL INSTRUCTION.

Secretary Wilson stated recently that the Agricultural Department in conjunction with farmers' institutes conducted seventy-one instruction trains, covering tours of over 40,000 miles, during the last year, and that the Department has collected and published information respecting the organization and conduct of county fair associations, over 12,000 of which are in operation in the several states, representing a membership of over 246,000. In 1909 their gross income was about six and one-half millions of dollars, and the amount paid in premiums over two and one-half millions. The attendance that year was between fifteen and sixteen millions. In speaking of the results and effects of this work the Secretary said:

"The awakening of the people to the value of agricultural instruction and to the possibilities of usefulness through extension teaching has created a demand for this instruction far beyond the power of the states to supply. The inadequacy of present equipment for meeting the agricultural educational needs of rural people has become so apparent that several bills have been presented before Congress looking to additional appropriations for carrying on extension work. The states also are adding annually to their appropriations for agricultural extension in very marked degree. California during the past year increased her appropriation from \$10,000 for institute work to \$15,000 per year; Illinois, from \$23,650 to \$29,000; Kansas, from \$27,500 to \$35,000; Minnesota, from \$18,000 to \$23,000; Nebraska, from \$10,000 to \$17,500; New York, \$25,000 to \$35,000; Ohio, \$22,000 to \$26,400; Oklahoma, \$5,000 to \$10,500; South Dakota, \$9,400 to \$13,000; Utah, 5,000 to \$10,000; and Washington, \$8,500 to \$10,000. These appropriations show in an unmistakable way growing interest in agricultural improvement by the states and their confidence in the value of the work of the farmers' institutes as well as appreciation of what they have done for agriculture in the past."

Corn at Chicago on April 25 reached 81c, the highest record for many years.

McCUMBER BILL REDIVIVUS.

"After many days," and a long discussion of its "merits and demerits" (the latter did not seem to count), of course, the McCumber bill providing for a system of Government inspection of grain has been resurrected by the subcommittee of the Senate committee on agriculture, and on May 7 was reported favorably to the committee; and it seems to be the impression at Washington that the bill will again break into the Senate through a favorable report by the entire committee.

The subcommittee recommends the bill to favorable consideration for the following reasons:

1. Lack of uniformity in the grading of grain.
2. Practically all grain passes through one or more great terminal markets before reaching the consumer. Its value is fixed by the grade as placed upon it at such terminals.
3. The appointment of inspectors and the fixing of grades are under the control of the boards of trade.
4. Appeals from the decision of inspectors are almost invariably taken to a board of appeals composed of persons who are either directly or indirectly interested in the purchase of grain from the inspection where the appeal is taken.
5. That the inspection and grading departments at these great terminals are subservient to and dominated by the great elevator interests is established, beyond question.
6. As a result of this domination and control has grown what is known as a system of rigid and easy inspection; that is, rigid inspection into the elevator and easy inspection out.
7. This enables the terminal elevators to buy in the grain, generally at a grade less than its true grade, mix it with other inferior grain, and sell the same out at a grade higher than the true grade, thereby making the value of two grades.
8. The result of this system is that the producer and independent shipper are beaten out of one grade of grain.
9. American grain sells for less per bushel than Canadian or Argentine grain of the same grade.
10. Many of the mills of the country must purchase at the terminal elevators. They have long since ascertained that no reliance can be placed upon those grades.
11. The representatives of the state warehouse commissions, where such reports are kept, show that there are shipped out from the great terminals from two to four times as many of the higher grades as are received into the elevators at such places, while nearly all of the lower grades, such as No. 4, no grade and rejected, purchased in, disappear entirely in the outshipments.

The committee closes its report to the general committee as follows:

The enactment of this law will not cause any additional expense to the Government, for the reason that under the terms of the bill the service will be self-supporting. To have a competent corps of inspectors at the present markets, it is estimated, would require from 300 to 500 persons, including laborers and clerical force, at salaries ranging from \$500 to \$3,500 per annum. At an average of \$1,200 per annum the expense of the service would be from \$350,000 to \$600,000 per annum.

The present charge for inspection is from 35 to 75 cents per car of thousand bushels, and from one and a half to two million cars are inspected annually, which, at the present price of inspection, would bring in a sum largely in excess of what would be necessary for the service. It is believed by your committee that under the terms of this bill the inspection charges will average much less than the present charges, and still produce an adequate sum to cover all the expenses of the service.

The committee had taken no action on May 7 on the cotton futures bill, but there was some intimation that perhaps the cotton bill might be amalgamated in some way with the above grain bill. It was, however, understood that it would be discussed more carefully within a very short time.

of grades are under the control of the boards of grades are under the control of the boards of same out at a grade higher than the true grade, would bring in a sum largely in excess of what

In a long article published on April 13 by the "Novoe Vremya," one of the best known Russian writers on agronomics insists on the urgent necessity of raising a series of forestal ramparts to repel the annual ravages of the salt sand from the Gobi Desert. Every year, he says, it spreads over the eastern governments of Russia in such fine consistency as to resemble clouds of smoke or steam. It is generally advancing further and is injurious to all vegetation as well as to human and animal life. The only effective defense is the plantation of lines of forests at least two miles broad. The first should be from Samara to the Caspian Sea, and the others should stretch at intervals of about forty miles right up to the Chinese frontier.

[For the Western Grain Dealers' Ass'n.]

THE PRACTICAL VALUE OF THE MOISTURE TEST FOR CORN.

BY C. A. RUSSELL,

In charge Grain Standardization Laboratory,
Decatur, Ill.

We have here on exhibition, and ready for demonstration, a moisture machine for determining the percentage of moisture in corn or other grains. This is the apparatus perfected by Dr. Duvel and Mr. Brown of the United States Department of Agriculture. I think you all understand the conditions which caused this machine to be developed. The corn growers and breeders of this latitude, by their methods of seed selection, have gradually produced a large, soft type of corn which fails to mature in season, because of too much water. This type of corn has found favor with farmers because it increased the number of pounds marketed from an acre of ground. As the percent of water in the corn increased, the consumer awoke to the fact that he was not getting as large a percent of feeding or milling matter, according to the number of bushels purchased as formerly, so he began to refuse to pay for the water and to discount purchases which he thought contained too much moisture. The percent of water was estimated. This estimating was done by grain inspectors at the primary and terminal markets, who act as judges between buyers and sellers to tell if corn shipped should be received on contract. This method was very unsatisfactory to both shipper and buyer. It created a demand for an accurate determination of the moisture content as a basis for assessing discounts. The machine before you is the result of this demand. As soon as this machine was perfected most of the grading markets adopted rules specifying the exact percentage of water allowed in the different grades, and used this machine for determining these percentages.

They realized the desirability of having a uniform method in all markets for determining this factor. This is the condition at the present time. These rules adopted by the grading markets apply to your sales and shipments; and it seems to me that it is absolutely necessary that you should use the same rules in buying corn to which you must submit when shipping corn. A man who buys from you sets the price, and he quotes a different price according to grades, which also means the range in moisture content. You, as country shippers, set the price to the farmer, and in justice to yourselves and the farmer who delivers good, dry corn, you should also set the price according to grade and the range in moisture content. Stop buying all corn brought to you as one grade, and give the farmers some encouragement to market corn in better condition, by paying a premium for first-class grain and discount the poor class. You could use the present 3 grade as a guide, and give premiums or assess discounts from this standard. I believe most of the grain men are now agreed as to the importance of buying and selling corn upon this basis, if it is feasible. But not all are convinced as to the practical use of the moisture tester, especially in buying corn from farmers. I think the only reason they are not convinced is because they have never tried it.

I represent the Grain Standardization Laboratory of the United States Department of Agriculture, located at Decatur, Ill. This office was located there for the purpose of carrying on experimental work, and investigating the harvesting, handling and grading of grain. In one line of our experimental work we have been doing co-operative work with country elevators in twenty-five different counties in central Illinois. As a result of these co-operative investigations country shippers of that section fully appreciate the use of the moisture tester in buying corn and in testing their car shipments. There are a great many country shippers in Illinois who have installed testers in their offices and are using them in their daily business. I have yet to hear those who have used the testers speak of them except in words of praise, and say they do not know how they ever did business without them. There are probably many country shippers in Iowa who are using the tester and to whom you can refer for their opinion. I hope you will ask them.

Granted that the country shippers are satisfied with the results in using the moisture tester in buying and selling corn, the question naturally arises, "Are the farmers pleased with this method?" It is a new proposition to the farmers, but it is only necessary to make it clear that the corn is to be bought on the basis of its intrinsic value; that good corn is to be bought at a premium, and poor, low grade corn discounted accordingly. When a farmer brings a wagon load of wheat to you and you test it for weight per bushel, you have no trouble in discounting the farmer for damp, dirty, light-weight wheat; for he understands that you will be discounted for these factors when you ship that wheat. In demonstrating to the farmer that the same principle applies to the moisture in his corn, I would suggest that you keep copies of the

inspection rules of the market to which you ship in your office, for distribution to your patrons. This will show the farmer just what condition and quality of corn you may ship to meet grades. I would also show them account of sales, with the discount received on off-grade cars; and I would also keep on exhibition for his inspection, type samples of the different grades.

After installing the moisture machine and you commence testing the corn you buy and the corn you ship, you will, of course, want to compare your results with the results of tests at the market to which you ship. Therefore, it is very important that you use the same methods in determining the different factors governing grades that are used by the market to which you ship. Now, what are the methods used for determining these factors? How many of you know? How many of you have ever visited the markets to which you ship and gone out to the railroad yards to see how your cars were sampled, tested, and graded? If you have never made such a trip of observation, do so at your earliest opportunity. With a moisture machine installed at your elevator, I will tell you how you may know the grade of your cars when they are loaded for shipping.

I have here a grain "sampler" or "trier," such as is used by the regular grain inspectors and samplers at the grading markets. It is a hollow metal tube with a wooden plunger. This is thrust down into the corn after the car is loaded, and then the wooden plunger is withdrawn. This allows the tube to fill with corn through the openings on the side. Pull out the tube and you have a sample of the corn in one section of your car. Make probes with this "sampler" in several different parts of the car and then mix the samples together thoroughly. You then have one composite sample which represents the average of your car of corn. The more probe samples you secure the better average sample you will have. The corn of this composite sample is what you use for testing. I want to impress upon you the importance of securing a representative sample, for the reliability of all tests and grades depends upon the character of the samples used, whether at your own station or in a grading market. You can, therefore, see the necessity of using one of these "triers," for it is by its use that uniform samples are obtained. Samples taken from drafts while the car is being loaded are unreliable and do not represent the average of the car.

After securing a composite sample of your car as described, weigh up 100 grams of this corn and make a test with your machine to determine the percent of moisture. You can weigh up another 100 grams and analyze for percent of dirt, broken and rotten kernels. You then know the amount of the three factors which establish the grade at destination—moisture, rotten kernels, and dirt and broken kernels. It is all very simple and easy, and any shipper can do the work.

I always recommend that a shipper retain a portion of the composite sample from which corn is used for testing and analyzing. Keep it in an airtight container, away from artificial heat, and in about the same temperature as the car would be in, until you have received notice of the grade on the car shipped. You might find it desirable to make a duplicate test. Sometimes railroads delay a car in transit an undue length of time, giving the corn a chance to deteriorate, in which case the condition of the corn on arrival at market indicates the grade. Also, in the case of plugged cars, the corn of poorest quality and condition found in the car governs the grade. Where you are testing your car shipments for comparison with results at destination, you should get copies of the inspection rules at each market to which you ship; for many of them differ. For instance, Chicago allows 19.25 per cent moisture as the line between No. 3 and No. 4 corn. Toledo allows 19.0 per cent; Louisville, Ky., 18.0 per cent. Chicago allows 22.0 per cent moisture for the line between No. 4 and sample corn; Indianapolis allows 21.0 per cent; Louisville, Ky., 20.0 per cent.

Another important feature of value in testing your shipments is when it shows your corn will grade No. 4 or sample. The results give you a good idea of the discounts you should receive. Did you know that the testing and analyzing of corn samples would improve your judgment and educate you to discern more readily the varying qualities of the grain. It calls attention to the character of work being performed by the fan and cleaner in your elevator, and shows if the loader or sheller is breaking too much corn, or if your elevator man is careless in sorting. Every country shipper should have a moisture machine installed, if for no other purpose than to test car shipments. It will soon pay for itself.

Then there is the buying side. It is just as simple and easy as the testing of your shipments. But don't think that a moisture machine installed in your office will cure all your troubles; for it won't, without assistance. The use of one of the machines carries the inference that you are honestly trying to improve conditions at your station. Don't sit calmly in your office, weigh the grain,

and send it up to your elevator man to be cared for; but climb each wagon load as it drives over your scales. Classify that load and tell your elevator man into which dump, crib or bin he is to put it. I know that some country shippers' facilities are inadequate to keep the grades thus separated to the best advantage, but most of them can do so.

Where the use of the moisture tester in buying corn is found to be invaluable is in testing winter-shelled corn. This is the day of the portable shellers, and by their use farmers begin marketing prodigious quantities of corn shelled on the farm as soon as husking is over and continue during the winter months when the roads permit. There are a great many elevators handling this class of trade, which do not have shellers or cleaners installed. Many of these portable shellers are old and do not perform their work properly; others are operated carelessly, with the result that much of this corn goes into the elevator in a very dirty condition. Consider also that this corn is often frozen, and you have a most uncertain storage proposition; for you cannot always secure cars to ship this corn at once.

It is such conditions as these that lose shippers money when the corn is not bought on its merits. Don't you think it needs testing? Taking into consideration the usual manner of shelling on the farm, it is found that the condition of the corn from each individual crib is very uniform during the winter months. This eliminates the necessity of testing each and every load. Test the first few loads in order to get an idea how the corn is running, and decide which bin to put it in. I want to say right now that shippers should buy a six-flask machine, as the cost for this size is not much more than for the two-flask, in order to be able to test several loads at once, in case you are receiving corn from more than one sheller. In that way the haulers will not be detained.

After testing the first few loads I would place a bucket with a tight-fitting top outside the scale-house door to keep the air from drying out the corn. With your grain trier, take a probe sample from each wagon load and place in this bucket. Have a separate bucket for every crib. After the loads are all delivered, mix the contents of each bucket thoroughly and test the corn. You will make no mistake in settling with the farmers on the basis of these tests, if you have been careful in the work.

As spring advances and warm weather comes on, the ear corn in cribs will dry out faster on the top and sides than in the center, and you may be compelled to test more loads; but this will be easy after you have become proficient in using the machine. With a six-flask machine you can test six samples in twenty-five or thirty minutes. With the warm, dry air of early summer and proper facilities for conditioning, you can dry out corn by running it in your elevator and oftentimes improve a grade, but you need the assistance of a moisture machine to test the corn in the various bins.

Another practical use for the tester is getting a line on ear corn in a crib. Say, for instance, that a farmer wants to sell his crib of corn but doesn't want to sell it until it will grade No. 3. Get him to dig down into the center of his crib, pick out about a half bushel of ears in the order of handling, shell and mix the corn and test it. The result shown will tally very closely with the actual condition of corn in the crib. The same method can be used in testing wagon loads of ear corn.

A great aid to country buyers, whether using the moisture machine or not, is to keep a close tab on the farming methods of his patrons, and use a card file-record to show the condition of their grain at all times. This can be made very complete and can cover acreage, harvest conditions, type of cribs for storage, amount for sale, etc. It is not very hard to obtain and keep such information, and its possession places the country dealer in a position to deal more intelligently with his customers and to build up better agricultural practices in his community. I notice a growing custom among dealers who are buying by grade to post on a blackboard in their offices the price being paid each day for the different grades. This is a good plan.

I have emphasized the moisture factor because it is the most important of the factors which determine the grade of your corn. The majority of your cars that go "off grade" are so graded on account of too much water. Only in abnormal years, when there is excessive rotten corn, is the damaged corn much of a factor, for the uniform rules used by most markets allow 10 per cent of rotten kernels in No. 3 grade. Always keep in mind that the three factors which grade your corn are *condition*, *quality*, and *cleanliness*; and you should make every effort to produce these factors in the corn you ship, and urge your farmer patrons to do the same in order that the commercial corn of this country will be improved. It is an economic question of large proportions, for the consumer will no longer pay for rotten corn, dirt, and water. Moreover, you are paying the railroads too much money for hauling it, which money might be saved.

You may not be convinced of the practical use

of the moisture tester in buying corn, but it is certainly worth a trial on your part. I know your troubles, the poor facilities at some stations, unruly competitors, etc. You may think the situation at your particular station past redemption, but in each case the problem can be solved in some manner. This question is broader than your station. Make the effort. You are in a position to determine the quality and condition of the corn grown in your section. Better prices for good grain will insure you more business, reduce your risks, and encourage improved methods of farming.

BASED ON FUNDAMENTALS.

A man ignorant of the technical conditions in the grain market involving the position of futures trading in the economy of operation was heard to say, in the debates that have sprung up since the possibility of the Lever anti-futures bill passing the House of Representatives, that the grain interests never changed their arguments affecting their contention of the necessity of futures trading, but repeated the same things every time the controversy came up. To which assertion a grain man replied that as the grain trade were dealing with a fundamental feature of correct marketing their arguments could not change.

And that is the best answer and the conclusive answer in the present threatening legislation. It has been said that the world never moves backward. There may be reactions from radical changes, but the back-move never quite reaches the point which restores old conditions; it never has in history and it never has or will in economics. Now the present method devised for the marketing of the crop is an evolutionary movement. It is the growth of human ingenuity and is progressive in its very nature.

Legislation may turn back the hands of progress and economic efficiency just as it does oftentimes turn back the hands of the clock to prolong debate, but the thing is a fiction in time, and if legislative folly actually achieves the passing of an anti-futures bill there will be a full realization of the harm that has been done both the producers and the commercial interests and reactionary legislation will be repealed, as it was in Germany.

The narrow principle that futures are all beneficial for the grain trade and detrimental to the producer has, of course, no standing when put to the test. Some minds cannot conceive, however, of a broad economic method of marketing the crops that can be all-embracing in its benefits; there must always be a selfish motive underlying the machinery. If it is a real benefit to the farmer, this system of marketing based on futures, why is the grain interest so strong for it, they ask?

This is the old benighted theory that in a trade there must be profit to one and loss to the other; that is that no business can be done in which all parties derive a benefit. People actually believed this at one time and there remain specimens of arrested development who can't get the fallacy out of their head.

Now, there is in the grain markets under present conditions a related benefit which comes to the grower no less than to the grain interests and the millers, the most conclusive point being that affecting the buying of the crop in the country. Under the present system the margin between the price at the terminal market and the country town is small because it is possible for the elevator man to sell that wheat as soon as it comes into possession. If he had not this advantage the margin would have to be so wide in order to protect him against wide fluctuations that it would mean several cents loss to the farmer on every bushel of his grain marketed.

Of course, then, some one will say that, supposing this is so, why is the grain man so intensely interested in maintaining this system, since the farmer is going to pay for it anyway? Now, there is nothing especially sentimental about the grain man's position in the matter. Just as it serves the farmer in giving him practically the terminal values for his grain, it is an insurance for the grain interests against the great risks involved in commodities subject to an endless variety of conditions. His business would become highly speculative and crippling conditions would have to be forced upon him by the banks in order to safeguard to the utmost the loans necessary for the handling of the crops.

The interest then of both the producer and the commercial interests is mutual, and here in the Northwest this is more intelligently comprehended than in any other part of the country. The passing of federal legislation of this sort is clearly a detriment to the farmer and has the backing of the least intelligent sections of the United States.—Minneapolis Market Record.

The House committee on appropriations, in its report on May 1, of a general supply bill for the judicial and other branches of the Government, failed to recommend any appropriation in support of the Commerce Court.

TRANSPORTATION

Grain cargoes were placed at Duluth to Buffalo at 1½c.

The Orient Ry. Co. has cut its grain switching charge in half at Wichita.

The C. N. Ry. has canceled the special rates Canadian points to Duluth in force up to April 30 on export grain and May 31 on domestic.

Lake navigation was resumed on April 22. The Chili, first boat from below, reached Duluth on 25th, and Buffalo harbor was opened on April 22.

J. C. Lincoln, lately traffic commissioner St. Louis Merchants' Exchange, has been appointed manager of the Traffic Bureau of the Merchants' Association of New York City, effective May 1.

In the case of Liberty Mills vs. L. & N. R. R. the Commerce Commission has ruled that carriers granting transit privileges must protect the rate in effect at time of original movement from point of origin to point of destruction.

Notice has been given that the Indiana State Railroad Commission has withdrawn the order of suspension covering the tariffs recently issued by the Indiana railroads which provides that on and after May 1 the railroads will supply grain doors to the shippers. See article elsewhere.

The act to make uniform laws of bills of lading has been adopted by the States of Connecticut, Illinois, New York, Maryland, Ohio, Massachusetts and Pennsylvania, and will be introduced into the legislatures of the following States to meet this year: Georgia, Kentucky, Louisiana, Mississippi, New Jersey, Rhode Island, South Carolina, Virginia and Vermont.

The Interstate Commerce Commission on April 24 vacated the suspension order issued against the proposed advanced rates on flaxseed from Fort William and Port Arthur, Canada, to Buffalo, N. Y., and other eastern points. The commission announced that these rates were not found to be unreasonable or unduly discriminatory, and will be allowed to take effect May 1.

Twenty-three boats that have been ice bound at the Canadian Head-of-the-Lakes during the winter, waiting for the Fort William harbor to open, began to move on the evening of May 3 and were out of the ice field by next evening. These steamers all had cargoes of grain, the total being estimated at 4,500,000 bushels. With the large Duluth shipment during the same week, about 10,000,000 bushels of grain were thus started for Buffalo.

The Minneapolis & St. Louis R. R. on April 18 refused to concur with other roads entering Minneapolis and St. Paul in establishing the proposed increase in proportional rates on raw grain from Minneapolis to Chicago and to St. Louis. So important was the railroad's decision considered by the board of directors of the Chamber of Commerce that a special meeting was called and the directors adopted resolutions expressing appreciation of the M. & L.'s action in rebelling against the decisions of all other roads in the Western trunk line territory.

SENATE'S BILL OF LADING BILL.

After a long session on May 10, says the Journal of Commerce Washington Special, the Senate Committee on interstate commerce announced it had voted to report the modified bill of lading bill based on the Clapp measure. The bill has been, moreover, modified somewhat. The member of the committee probably best informed on the subject admitted the bill was unsatisfactory and that it would undoubtedly be so regarded by the public. The only advance made, he said, was the penalizing of railroads for taking goods without giving bills of lading and the establishment of penalties for surrendering goods to other persons than those named in an order bill of lading.

"If the present measure passes," he said, "it will not stop the demand for suitable legislation, but rather will stimulate it."

In a memorandum the committee acknowledged that difference of opinion existed, but said that the proposed bill was about all that could be done at present to relieve the complaint and end criticism of the present statute. No formal report on the subject will be filed, but inquiries will be referred to reports of committee hearings and allowed to make up their minds for themselves.

The new bill strikes out all after the enacting clause and the following matter replaces it:

Section 1. The words (bill of lading) when used in this act shall apply to a bill of lading for the transportation from a place in any State, territory, possession or district of the United States to any other State, territory, possession or district of the United States and from any place in any State, territory, possession or district of the United States to any foreign territory.

Section 2. That every carrier which by itself or its agent or servant, authorized to issue bills of

lading, shall issue a bill of lading, before the property described therein shall have been actually received and at the time under the actual control of such carrier to be transported, or who shall issue a second or duplicate bill of lading for the same property, in whole or in part, for which a former bill of lading has been issued and remains outstanding and uncanceled, without prominently marking across the face of the same the word "duplicate" shall be estopped as against the consignee and every other person who shall acquire by written assignment, transfer or endorsement thereon, any such bill of lading in good faith and for value, to deny receipt of the property described therein, or to assert that a former bill of lading has been issued and remains outstanding and uncanceled against the same property, as the case may be.

Provided, That where a bill of lading is issued for property billed "shipper's load and count," indicating that the goods were loaded by the shipper and the description of them made by him; if the goods were so loaded voluntarily by the shipper only and the description made by the shipper only and the carrier or its agent had no knowledge of such count or description, this act shall not apply.

Section 3. That any carrier who shall deliver the property described in a bill of lading drawn to a consignee or order, without requiring surrender and making cancellation of such bill, or in case of partial delivery, indorsing thereon a statement of the property delivered, shall be estopped as against all and every person or persons who have acquired or who thereafter shall acquire, in good faith and for value, any such bill of lading, from asserting that the property described therein has been delivered or partially delivered; and such carrier shall be liable to every such person for the damages which he may have sustained because of reliance upon such bill.

Section 4. That no carrier shall be liable under the provisions of this act where the property is replevined, or removed from the possession of the carrier by other legal process or has been lawfully sold to satisfy the carrier's lien, or in case of sale or disposition of perishable, hazardous or unclaimed goods, in accordance with law or the terms of the bill of lading.

Section 5. That any alteration in the bill of lading after its issue and without authority from the carrier issuing the same, either in writing or note on the bill of lading shall be void, but such bill of lading shall be enforceable according to its original tenor.

"Two bills were pending before the committee," said Senator Clapp, "one being the one herewith reported, designed simply to establish a rule of evidence, making the carrier liable for the recitals in the bill when issued by an agent, when authorized to issue a bill of lading, the other covering that point and also relating to the obligations and rights of the transferrers and transferees of bills of lading."

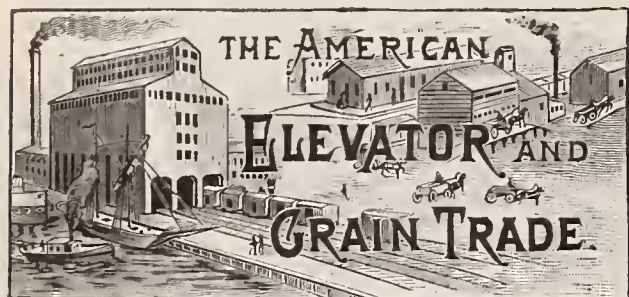
"While several members of the committee, including the men making this report, favored the latter plan, it was felt that it might be better at this time and be more likely to result in present remedial legislation to report the bill dealing only with the rule of evidence and, therefore, the committee has directed the chairman to report Senate bill 957 with the amendment set forth in the report."

DISPUTE OVER CONTRACT EXCESS.

An English case of at least some curious interest on this side is a dispute over the right to reject a cargo of corn valued at £40,000 because there was delivery of 55 lbs. in excess of the contract quantity! The parties were Shipton, Anderson & Co., Ltd., Liverpool, who entered into contract with Weil Bros. & Co., Ltd., London, to supply the latter with a cargo of wheat, 4,500 tons, two per cent more or less, with a further option of eight per cent more or less.

The question in dispute was as to the interpretation of the clauses of the contract as to the meaning of "two per cent more or less." The arbitrators in two clauses had decided against Messrs. Shipton, Anderson and Co. The appellants elected to exercise the option, and sent 4,950 tons, but there was an excess of 55 lbs., valued at 4s. upon a cargo worth £40,000. The point at issue was whether this small excess entitled the respondents to reject the contract. The rejection was on a falling market, of course.

Counsel contended that, even if the contract was read against him, the excess was so small that it must be treated as a negligible quantity; while the other side contended that they were entitled to reject the corn owing to its excess of contract, and that they were equally justified in taking advantage of the market by rejection as the appellants had done in taking their option to send the larger amount. The arbitrators had decided that though the excess might be only 55 lbs., it was a bad contract, but defendants urged that on the real construction of the documents the excess was much greater. The court reserved judgment. [See p. 597.]



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MAY 15, 1912.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

WHY THIS KNOCKING?

In a recent circular to editors, asking their co-operation in the work of furthering "legislation providing for individual application of scientific farming" (Lever bill, H. 22871), the National Soil Fertility League propounds this doctrine:

Remember, that the colleges of agriculture are the only institutions in close touch with the farmers. They understand the problems and all their difficulties. . . . No one else can do it [the "extension" work] so well and no one else should try. The Lever extension bill is the last word upon the subject, etc.

Now, let's stop a moment. Suppose the country has sat down, like the League, and waited for their Lever bill to work its slow way through Congress in order to put "this great work" of educating the farmer into motion: not a thing would have been done to this day—"not a lick." As it is, the railways, the bankers in many parts of the country, the Crop Improvement Committee, supported by implement makers, grain dealers, millers, brewers and other classes of business men, have been at work sending these very college men that the Lever bill proponents hope to use some day into the highways and byways and have all but been compelling the farmers to listen to their instruction and have been creating a feeling of respect for and belief in the "book farmer" and all his works, but for which preliminary work the Lever bill's "extension work" would not be worth three whoops on the outskirts of a negro camp meeting. While, in short, the League has been busying itself "whooping her up for the old flag and an appropriation," all these other interests have been hard at work

breaking ground and preparing for a crop and paying the bill of expense; and it does not sound a bit nice for the League to now butt into the game with such an equivocal remark as that "no one else can do it" and "no one else should try."

PROMOTING A THEORY.

It has been well said that "of the many dangers perpetually threatening human liberty, there is none greater than the fanaticism of theory." The man so obsessed is notoriously intolerant and impatient; and when a theory possesses a class, the liberty of individuals is always in some danger. It matters not that in our time the flood of theory seeking to become militant has become largely economic in character; we do not have to seek beyond our own history to find political and social revolution growing out of the settlement of economic questions.

No theoretical measure now before Congress contains more of potential menace to the liberty of many individuals, a large number of whom, unfortunately do not realize their situation, than the Lever bill to prohibit the making of contracts for the future delivery of grain except under certain impracticable conditions. Aimed primarily at members of the grain exchanges and the grain buying public, it would both curtail to a considerable extent the rights of farmers to contract for the sale of their grain in anticipation of a harvest, but it most assuredly would narrow the scope and impede the daily flow of the markets for grain and result in greatly increasing the speculative risks involved in marketing grain and throw the burden of those risks, in the first instance, on the farmer himself and to a perhaps less degree on the consumer also.

Now the Lever bill is pure theory. It has no support on fact. Essentially class legislation, it is inherently as vicious as would be in these days an invasion of man's religious rights. And it is an amazing thing to see so many citizens of a free country ready to consent to this withdrawal of their trading rights simply because certain misinformed or undisciplined minds are anxious to test a vicious theory in practice.

A "CROP KILLER'S" DEFENSE.

It is an old warning, not always heeded, that "the worm will turn." The crop expert has had few friends, barring now and then a successful trader with a large bump of confidence; for no crop is ever quite large enough to suit the bears, the farmers and the land agents and no private loss by crop disaster is ever attributed to the disaster itself but to the notice of the disaster made by the "crop killer." And so the crop expert is the Ishmael of the times, with every man's hand against him, and the sensational headliner urging the public on.

But Mr. Goodman's defense of the "crop reporters" on another page has certainly put it up to the complainants to "show me"; and his justification of the expert *per se* is that of a man who may be known by his works. At least, Mr. Goodman's own feat of anticipating, "all by his lonesome," the Government Crop Report on winter wheat this spring certainly puts him in the front rank of private experts

and clothes him with authority to step forward to the defense of the body of trade skirmishers, so to say, to whom he belongs, whose services prepare the way for the later trade movements; and most cleverly and convincingly has he met the attack.

The reader will be glad to know that Mr. Goodman is now preparing something further along this line of private crop reporting to be delivered in the form of an address to the Illinois Association meeting at Peoria next month; and it will be something worth while, of course.

A RESURRECTION.

After a period of "innocuous desuetude" in the junk pile of the sub-committee on agriculture of the Senate, the McCumber bill to establish "Government inspection" of grain has been again hauled into the twilight of publicity by a favorable report to the general committee, by whom it may be favorably reported to the Senate. The reasons given for approval of the bill are at this moment somewhat ancient and obsolete; and there is no defense of the bill against constitutional objections; but stress is laid on the superficial fallacies upon which Senator McCumber has always relied to have the bill appeal to his constituents at election time, and to the further fact that the bill in operation would cost nothing but on the contrary might be expected to earn a surplus. The chances for the bill's enactment are very remote; and so we may expect the bill to appear again and again in the future so long as Senator McCumber sits, with the "persistence of the recurring decimal."

EDUCATING THE FARMERS.

Not all farmers (or farmers' farmers) are as yet reconciled to "city fellows" undertaking the education of the farmers. At Council Bluffs about a month ago a Mr. L. T. Genung of Glenwood put on his warpaint at the Commercial Club's annual banquet and took off a scalp or two. He said "the farmer had prospered in spite of the city" (but failed to say how) and that in forty-two years he had never "seen a time when there was not in his county a heavier stand of corn than was necessary." The *Nebraska Farmer* also confesses to having "noticed within

recent weeks, particularly since the beginning of the seed corn campaign, that there is a tendency among many farmers in this state to assume the old attitude of skepticism toward agricultural education and experimentation. In the discussion in the *Nebraska Farmer* of, 'What Ails the Farmer?' some very uncomplimentary things have been said about experiment stations and agricultural educators. One or two correspondents have gone so far as to suggest that experiment stations cost more than they are worth, and one correspondent has intimated that they are failures because they are not self-supporting. Whether this is agricultural skepticism breaking out anew, or whether it is skepticism from a source where it has never been dispelled, we do not know.

In Iowa, again, there has been for some weeks more or less questioning of the claim very justly urged on behalf of Prof. Holden, that he has added substantially to the sum total of corn grown in that state by his teaching. All of which goes to show that remarkable as has

been the apparent awakening of interest in the educational movements of the hour, there must be no assumption of the old farmers' spontaneous enthusiasm. It is sometimes forgotten that intensive cultivation of land means often, in view of the inexorable "law of diminishing returns," a disappointing return stated in units of labor. Our country is hardly yet ready for European methods that mean the toil of peasants and not the day's work of the American farmer. European methods—intensive farming, co-operative farmers' loan societies and some other of the co-operative fads some of our people think we must have in this country now—predicate their low priced labor, small returns per man; whereas our own methods, faulty as they seem to be, still give the greatest returns per man of any farming system in the world. The demonstration farm that will enable our farmers, with the same labor that they now expend, to produce larger yields and still conserve the soil, will be most heartily welcomed by all thinking farmers; but no system that contemplates or involves greater yields only by the expenditure of the labor of more men on the same acreage (greater total volume of crops but with a smaller ratio of return per man) will find favor with the American farmers of this generation. And any program of agricultural education that contemplates such a thing is doomed to failure, at least until such time as the North American continent shall have fallen to European agricultural peasant conditions; which, please God, may be yet far in the future.

ANTI-FUTURES BILLS.

There need be, we believe, little apprehension that either of the bills before Congress to prevent trading in cotton and grains for future delivery will ever reach the statute book. Not that Congressmen in general have any serious regard *per se* for Amiel's thought that "we must seek the Truth and spread it abroad"; but having administered to the expectant constituents at home the usual pre-election dose of buncombe, the committee on agriculture will probably be content to let the matter rest with having reported the bills favorably.

At such a time one is encouraged by the belief of the Minneapolis *Market Record*, that the proposed legislation will never obtain, for the reason that the "world never moves backward; . . . it never has in history and it never has nor will in economics"; but one must still admit a doubt, or, at least, confess to impatience with the seemingly crab-like progress of our legislators. One would in matters economic feel more at ease could he see, even in the press of the West, say, any disposition to stand for economic progress,—as, for instance, a vigorous opposition to these very bills, which, were they to become laws, would assuredly turn back the hands on the face of progress. Yet outside the trade press (and not always in it: *vide* some co-operative and some milling journals) "the press" has absolutely ignored, or has actively supported, this quite important thrust at a business, the most intimate of all, in its relations to consumers of cereals, etc., and farmers alike. The agricultural press refuse point blank to even attempt to discuss it with the farmers; even while admitting that the

farmer is wrong in his attitude toward trading in futures, they have declined absolutely to take part in the work needed to undeceive the farmer and to set him right in this matter.

It is the American habit to rely upon the good sense of "the people," without, however, anyone's taking up the task of educating "the people" in matters of business and business economics. If there were some such, one might feel more assured that when "the people" take an economic jump into the dark, they might always land with their feet turned toward Progress.

CROP IMPROVEMENT COMMITTEE.

The gift of a million dollars, \$100,000 payable immediately, by Sears, Roebuck & Co., in aid of the Council of Grain Exchange's Crop Improvement Committee's work, as announced on May 11, is a convincing compliment to the character of the educational work being done by that committee. The money will be expended in county demonstration work and will give that hopeful type of educational work an unexpected boost by putting demonstrators in the field more speedily than the Committee can have hoped to do with the means at its command hitherto. This sort of work has already been undertaken in some states in a tentative way with state aid; and in Minnesota the state bankers and the Better Farming Association are at work without state aid; while the executive council of the National Bankers' Association, in session at Briarcliff Lodge on May 7, adopted a resolution urging Congress to do more along the same line. But the gift to the Council is the best of all; for it not only shows a great business firm's confidence in the Council and its activities, but it is the best earnest that the work is so well worth doing business men can afford to pay the expense themselves to put it in motion without waiting for the Government to slowly untie tape.

IS THE FARMER NEGLECTED?

The public generally will find no fault with the National Soil Fertility League's campaign to push through Congress the Lever bill to appropriate \$3,000,000 to start with to ultimately place demonstrators of scientific farming into every agricultural county in the United States. This is called "university extension," but it is more than that; and if the spirit of the bill is lived up to in practice this effort to educate the farmer will be well worth the money.

But why should the League think it necessary in pushing its bill to descend to clap-trap? The farmers have not, as its circular to editors says, "received less consideration from the general Government than any other class of citizens." On the contrary, in the matters of free lands and of trade education they have been the pampered wards of the Nation for quite two generations; while, on the other hand, the workers in the towns, without exception, have been compelled to buy their own homes and factory sites and to educate themselves in their trades and professions at their own expense and also to make at their own cost and without Government aid all the innumerable experiments which have been the basis of the advance of the industrial arts and sciences.

Nor is it true that the farmers "contribute more than any other class to the country's wealth and its prosperity and to the support of the Government." The sum total of the products of the towns is much greater in value and volume than those of the farms. The farmer feeds the workers, it is true; but as he is well paid therefor, the fact does not make him the "greatest contributor to the wealth of the nation." His surplus over and above his own wants would be, in fact, worthless were it not for the city consumer, to whom he could deliver but a small modicum of that surplus were it not for the common carriers, and even then it would have but little value but for the millers and other city workers who prepare the raw food stuffs for consumption.

We all respect the farmer,—many city men, or their fathers, were themselves farmers; but that is no reason for going into hysterics over him. The farmer is just trying to make a living, like the rest of us, by doing the work he best knows how to do; and so far as he does his best he deserves honor and respect and due reward in the form of income, but no farther. And how can his self-respect and dignity be advanced by posing him as a perpetual mendicant of the Government?

COST OF LIVING.

The *Crop Reporter* for April, in a long article on "Prices and Crop Production," denies that the high cost of living is due to any shortage in the cereal crops, which an elaborate enquiry through the Consular Service and other sources established has not taken place. The population of the world, the *Reporter* says, has increased during the past decade at the rate of about 1 per cent a year; but the annual production of staple crops has been greater than that, or at the rate of 2.5 per cent; while other crops than the cereals have likewise increased. Has there, then, been a so much greater increase of consumption that prices have so much advanced? That question is not answered.

The truth is, the present high cost of living is an unsolved enigma except in part; we pay much for mere packages in these days and buy in "dabs" for the grocer to tote home for us. But that is only a part. Combinations of dealers, wholesale and retail, prevent competition to some extent and keep some prices high, justifying themselves by the apology that sharp competition is damaging to trade, however much all competition might benefit the consumer; and so they are excused because everywhere it is the producer whose interest is conserved by both law and custom, while the consumer's never is—just reversing what would be the greater economic benefit, even to the producer.

But we still have the influence of the great volume of the world's money on prices, and the still greater influence of the amazingly great increase in very recent years, in this country, at least, of the banking credits subject to check, in buying power the equivalent of money. Paradoxically speaking, then, it may not be so much a shortage of farm products as an increase of the farmers' bank deposits and the easy and rapid flow of that species of property, that contribute the more to the high cost of living as they help to liquidate the cost of high living.

EDITORIAL MENTION

Frank I. King, commenting on the report on the McComber bill, says the committee "did not give the grain trade a hearing." Certainly not, for obvious reasons.

The list of arbitration decisions printed in this issue is a long one, some having been held for want of space from past issues; but all are worth reading.

A Congressional appropriation of \$16,000,000 for good roads, spread over the country at the rate of \$16 to \$25 per mile, may mean "good roads"—in the "sweet bye and bye."

There are many predictions that the corn stand will be poor this spring because of the character of the seed. But why borrow trouble when a few days more will tell the tale?

The next month will be full of conventions: Illinois, Indiana, Council of Exchanges, Ohio, in June. It will be a good time to take a brief holiday and "make the rounds," two good weeks of it.

The table of exports and imports, on page 615, shows a heavy falling off of exports of oatmeal products compared with 1911. Does this indicate that the farmer is neglecting the quality of his oats?

Mr. Watkins's paper read at the Indiana meeting on January 16 is not so "belated" as it looks. It has not been published except in bits, and it is so wise and informing that no apology is needed for printing it at any time or place.

Those Southeastern pure food and feed commissioners are getting their work in again on dubious corn. Better be dead certain you are right about your stuff before you let it go that way, and be sure, too, of your consignee. The "Who's Who" list is not a bad guide.

Reforms that abide always come slowly because they are never tintured by fads. That's the reason the association scale inspector in the West is still somewhat a "freshie." But he'll stick, all right; his service is too valuable to dispense with, once one has had a taste of it.

The *Country Gentleman* is one of the farmers' papers that is in a constant stew about the "farmers' interests" in Congress. Judging from some of the "champions" who find lodgment in agricultural committees, there seems to be ground for some apprehension, though of a different sort than usually affects the "farmer's friend."

The illness of Secretary George F. Stone of cerebral hemorrhage, now of more than a fortnight's duration, has been attended by the anxious concern of the grain trade wherever the fact is known, and particularly so of members of the Chicago Board of Trade, in whose regard no man living stands higher. His abilities as an official and his unfailing courtesy as a

man alike endear him to all who have enjoyed the privilege of association with him in business or in social communication.

Illinois' workmen's compensation law is now in force. There are not many bad accidents to elevator employes, but there are enough to make desirable a study of the law and a choice of the alternatives of responsibility offered employers, as well as the question of insuring against the liability incurred in employing men.

The Indiana Railroads Commission's action on the car door question is the next best thing to what the shippers asked, and may turn out even better; but it suggests a comparison with the ruling on the same question as laid down in New York. Compare the order on p. 603 with the synopsis of the New York opinion on page 601.

The reciprocity talk, that had been revived in Canada by the Western wheat growers' marketing difficulties during the past winter, seems to have suddenly ceased since Mr. Taft's and Mr. Roosevelt's correspondence on the subject was made public. Canada as a commercial appendage of the United States doesn't appeal—in Canada.

An Evansville miller about the middle of April declared that the high price of wheat was due to "manipulation in Chicago"; but at the same time he had to agree that the local wheat supply was entirely exhausted or held by farmers for a rise. Under the circumstances others than Chicago "manipulators" were speculating in wheat, apparently.

D. W. McCuaig of the Manitoba Elevator Commission now appreciates the regret of all men who rely on the unselfishness of masses of men. The grain growers clamored for government elevators until they got them; then they refused to give the houses grain enough to pay the expenses. Next August, therefore, when the 175 houses are emptied, they will be offered "for sale or rent." "Here endeth the lesson."

The Cincinnati Price Current's "Statistical Annual" for 1912 is now ready, and contains the provision, grain, live stock and beef trade statistics up to March 1, 1912. The editor, C. B. Murray, of the Price Current, says "the past year has never been equaled in the record of the number of hogs commercially slaughtered in the West or in the United States," the total having been 29,918,000. The "Statistical Annual's" packing records are peculiarly elaborate and of special value to the provision trade.

The failure of the government elevator project in Manitoba has been duplicated by the failure of the same provincial government's attempt to operate the telephone service, which it acquired some three years ago. Instead of an improved service at lower rates than under private ownership, the service has been very poor, the operation has been attended with official scandal, involving such waste, extravagance and dishonesty that an increase of rates has been made necessary. Some arrests have been made of the 'phone officials charged with

voucher forgeries, etc., which, of course, is in every way far worse than the worst that can be said of the government elevator episode, which "found its fate" in the selfishness of the farmers themselves even more than in any incompetence of the Elevator Commission.

The summary separation of Edward D. Green from the pay-roll of the grain inspection office by the Illinois Civil Service Commission, on the ground that his only service was to draw his breath and his pay, seems to mark an epoch in that office. Pulls, politics and punk service are no longer job-holding recommendations. And what a relief it must be to the chief inspector and his supervising inspector that they can now have no official care save to make the inspection as perfect as it is possible to make it!

At any rate, Kansas people cannot accuse Chief Inspector Gorden of taking a selfish attitude in this inspection row; he has turned his own salary back into the fund so that the poorer deputies can get something on theirs. One thing does impress one, watching this controversy over the construction of the Kansas inspection law, and that is the fact that the lawyers and the courts are taking an unconscionably long time deciding an apparently simple matter. Do they never advance an urgent case like this on the docket out there and relieve a public strain?

It is the fashion among a certain kind of English economists to deride the "Manchester school" as obsolete. It is this class who now propose to reanimate wheat growing in England by having the government guarantee the growers \$1.03 per bushel as a minimum price. But the English workman is the one voter who since 1846 has steadily declined to throw away the advantage that the virgin wheat fields of the world have been offering him in the way of cheap food; and any return to the "corn laws" and artificially produced high prices through them in no way seems to appeal to him.

Both Mr. Taft and Col. Roosevelt are committed to the doctrine that "unrestricted trading" in cotton, grain, stocks, etc., is an "evil"; and to the belief that "it ought not to be impracticable to impose restrictions upon the exchanges which will minimize the evils of speculation." This is the presidential kow-tow to the new doctrine of the day, that it is the special business of the "Government" to look after the private and public interests of all those who need conservators and also of all those who don't—to be a familiar guide and friend to all those who are born short or constitutionally lazy, as well as a clog on all those who are able to take care of themselves and are doing it pretty well. Now, if these two esteemed gentlemen would frankly consent to turn over the job of putting such wholesome restrictions on trading on 'change as the experience of the exchanges demonstrates is necessary for the public's protection to the exchanges themselves and recommend to others to do likewise, it is reasonably certain the job will be done in due season and without interrupting the legitimate business which it is the function of the ex-

changes to look after, and then "all will be forgiven."

Having suffered a loss of about 50 per cent of the ultimate selling price of timothy seed and 50c a bushel on barley by contracting ahead, Idaho farmers are now ferninst "futures."

The grain and hay men have organized at Cincinnati as a subsidiary of the Chamber of Commerce, a step which, taken in connection with the new rules and the call in force on that market, will undoubtedly much improve local conditions at Cincinnati.

The monthly dealers' meeting at Lima was up to the usual high mark of interest. A happy innovation was D. R. Risser's group of guests. If other dealers, at the future meetings, will bring their friends, they will be sure to find a material waning of the selfish feeling and that aloofness which is now so common to the relations of farmers and dealers and "town folks" generally.

Rep. Bathrick of Ohio takes the resignation of Dr. Wiley very hard, which he bewails as due, as a final "straw," to Sec'y Wilson's suspension of the order "forbidding the shipment of chemicalized grain." Farmers in Mr. Bathrick's district will probably not worry so much about Dr. Wiley on this account as the Hon. gentleman imagines. He may have his mind disabused of this error when he makes his canvass next summer and fall.

The big-kernel and big-ear corn having proved again a signal failure as seed, let the Crop Improvement Committee make it a point this summer to educate corn farmers to a different method of selecting their seed next fall. Instead of having them hunt for the earliest maturing big ears, let them hunt for the smaller cob, smaller but fully matured ear and a deep grain corn that ripens in about 100 days. Last season some of the big corn had 150 days and yet the crop was harvested soggy.

The rat problem involves something more than a costly destructiveness that is paid for mainly by grain at one stage or another. There is the hygienic side, that since the appearance of the bubonic plague and leprosy on the Pacific Coast, gives the presence of the rat a more than sinister aspect. As the host of the plague carrying flea, the rat in his migrations has already done his part in infecting the wild rodents with this flea and its parasite, the plague bacillus, which undoubtedly is by slow degrees working its way across the mountains of the West into the great valley. The danger of rat-carried contagion is not an imaginary or sentimental one; but is so real that in our immediate neighbor, the state of Iowa, the Board of Health has taken up the problem of destroying possible plague in advance by going after the carrier, the rat, and has sounded the warning that men all over this country should take heed to, that the public health demands that rats, mice, ground squirrels, and the tree squirrels that so many villages are now nursing as "such cute little things," should be exterminated, and when found dead or killed should not be left

for cats or dogs to devour but should be dosed with oil and burned. Elevators as well as houses should be made rat-proof, not merely as a measure of precaution against damage but as a safeguard of private and public health.

The elevator allowance problem is again diverting the Commerce Commission, this time the questions being (1) is $\frac{1}{4}$ c per bushel a fair allowance? and (2) should the allowance be paid without reference to the time the grain elevated may remain in the elevator? At all points represented at the hearings by Special Examiner Pugh the trade answers "Yes" to both questions, except that at the Missouri River the elevator men insist the allowance should be at least $\frac{3}{8}$ c per bushel. And again the question recurs, if terminal elevators are paid an allowance for unloading grain, why should not the country be paid for loading it?

France during the first week of February experienced the sensational advance in the price of wheat on the Paris Bourse of about 6c per bushel, due to no visible cause except "the speculators." The bulge created an immense hub-bub and a parliamentary enquiry. Certain deputies declaimed about the "robbery of the poor" just like an American congressman or political orator. There was no advance in the price of flour, however, and the price of wheat declined as rapidly as it had risen. What was the matter? Well, it appears that a great many farmers and others had sold short for January delivery, expecting to take their own time about it, as some of our American farmers do sometimes, but the buyers insisted on immediate delivery in view of the discouraging Argentine reports. Then there was a "rustle" for wheat by the shorts, and naturally the price responded for the moment to the sharp demand. But the sequence of the affair is, of course, a deep public resentment created by yellow papers and deputies in Parliament, aimed at the speculators. Human nature seems to be quite universal in its distribution!

And "is Saul among the prophets?" *Mirabile dictu*, the *Co-operative Manager and Farmer* has joined the forces combatting the Lever bill to prohibit trading in grain futures; and in the May issue, after attributing the recent rise in the price of wheat to "speculators" who bulled the market on the showing of the crop reporting experts, adds:

Thus the large speculative interests have been the direct means of placing millions of dollars within the past few weeks within the hands of our farmer grain dealers. . . . The large speculator stands upon our exchange floors and whenever he thinks buyers of grain are not paying what it is worth and he thinks he can step into the breach, buy the grain himself, and sell it afterward for a profit, he does so. Thus he is always the influence elevating prices and bringing more money into the pocket of the grain grower.

Not only that but a page is devoted to a sound argument to controvert the whole anti-futures theory. Think of it! Now, if this gets out generally among the farmers, what will they think of that kind of a "co-operator" who dares to tell them that their theory of the grain exchanges, which they have been nursing for these many years, is nothing after all but an asterisked humbug!

IN THE COURTS

Schuyler W. Scutt, a grain dealer of Buffalo, N. Y., has filed a petition in bankruptcy, stating his liabilities at \$4,777 and his assets at \$35.

The case of Mrs. Joseph Bender against the Minonk (Ill.) Farmers' Elevator & Supply Co. for the death of her husband has been settled out of court for \$1,500.

The Cincinnati Grain Co., Cincinnati, O., has filed suit against G. W. Dosey to recover \$131.68 for alleged breach of contract. The company claims that Dosey agreed to deliver at Butler a carload of alfalfa hay but failed to do so.

Two grocery companies of Montgomery, Ala., were summoned by the state to show reason why they should not be prosecuted for having rotten corn on sale. The companies denied knowledge of the condition of the corn and offered to destroy it. The prosecution was then dropped.

George H. Gray, former secretary of the Farmers' Grain Co. of Illiopolis, Ill., has sued Edward Baker for \$25,000 damages. He charges that Baker maliciously made statements that led to Gray's indictment on a charge of embezzlement, which indictment against Gray was dismissed recently.

W. M. Peak has filed a suit at Lexington, Ky., against Chambers Logan, R. S. Logan and J. M. Haggins, asking \$162.20 which the plaintiff says the defendants owe him as a balance on 525 bushels of wheat sold and delivered to the defendants in August, 1910. They paid him in part only, is Peak's claim.

A jury before Judge Kavanagh returned a verdict of \$10,000 damages in the suit of the J. W. Fernald Company, hay and grain dealers, against the city of Chicago. The firm claimed damages on account of injury to their property by the elevation of certain railroad tracks, which was ordered by the city.

McMorran Brothers of St. Paris, Ohio, have sued the Western Union Telegraph Co. for \$196 for failure to deliver a cipher message addressed to the Dolph Grain Co. at Philadelphia. The message directed the company to sell oats at 49 $\frac{1}{2}$ c and later the price declined, causing the firm a loss which they seek to recover.

The court has made a final disposition of the assets of Walter Kyle and W. Rodgers of Monroe, Ohio. Kyle sued for a dissolution of partnership; and the grain elevators at Oakland Station and Kyle, Ohio, were sold to F. O. Diver and F. W. Compton for \$3,450, while the store at Monroe was sold to L. H. Brunnell for \$2,100.

Dispatches from Baltimore state that Pembroke W. Pitt, the fugitive grain broker of that city, was expelled from Greece and took passage for Naples, Italy, where it was the intention to arrest him immediately upon landing from the vessel. He is wanted at Baltimore on a charge of obtaining over \$300,000 on fraudulent bills of lading.

The Cutler Grain Company, North Wilbraham, Mass., and others are petitioners in bankruptcy proceedings against Alonzo E. Gilbert of West Brookfield, Mass., a grain and coal dealer. The firms claim that Gilbert made an assignment to an unknown creditor with the intent to make him preferred over the other creditors, and ask that Gilbert be declared bankrupt. The Cutler Grain Company's claim is \$692.

A. P. Harmon of Atlanta, Ga., has filed suit to dissolve the Harmon-Davis Grain Co. and has petitioned that H. G. Davis be enjoined from further business until the books of the firm have been audited and a receiver has made an examination. Mr. Harmon alleges that Mr. Davis has refused to allow him to see the books of the company and that he has kept him in ignorance of the business.

The Supreme Court of Nebraska has affirmed the judgment of the Lancaster County District Court in the case of the Lincoln Grain Co. vs. the C., B. & Q. R. R. The railroad has been ordered to pay the plaintiff for a carload of grain which the latter shipped and which through negligence of the railroad was sent into a jurisdiction where it was attached and sold by a party which claimed the Lincoln Grain Co. was indebted to it.

Gibson Oliver, central point of a lot of litigation and trouble in the Durant & Elmore case at Albany, N. Y., was acquitted May 2 by a jury in the supreme court of the charge of larceny, which alleges that he obtained \$1,000 from the National Continental Commercial Bank of Albany on forged bills of lading of the defunct Durant & Elmore Grain Company. Oliver was immediately rearrested on warrant charging grand larceny and forgery. He was set free upon bonds within a short time.

Mexico imported 877,788 bus. of corn from the U. S. in March, 1912, against 321,688 in same month of 1911. Corn is admitted duty free until July 1 of this year.

TRADE NOTES

Frank Hutchison has succeeded to the business of John Hutchison Mfg. Co., manufacturers of feed mills, corn shellers, etc., at Jackson, Mich.

The Wolf Co. of Chambersburg, Pa., has opened an office in the First National Bank Building at Nashville, Tenn., for the greater convenience of handling their growing business in that territory.

We omitted to state in our write-up of the Armour Grain Company's new floating grain drier last month that the elevating and conveying machinery for the drier was furnished by the Weller Mfg. Co. of Chicago.

A national gas engine show will be held in Milwaukee June 17 to 22, under the auspices of the National Gas Engine Association. During the week of the show the association will hold its semi-annual gathering. Applications for space at the show should be made to O. C. Parker, president National Gas Engine Association, La Crosse, Wis.

The Weller Mfg. Co. of Chicago is removing its sheet metal department and conveyor and elevator bucket department to its new large shops at 44th avenue and Cortland street, Cragin, Ill. For the present the general offices of the company and all other departments of the business excepting those named will remain at the present factory on North avenue.

At the annual meeting of the stockholders of the Joseph Dixon Crucible Company, held at the company's main office in Jersey City, N. J., in April, the retiring Board of Directors, consisting of Geo. T. Smith, William Murray, Edward L. Young, William H. Corbin, Geo. E. Long, William G. Bumsted and Harry Dailey, was unanimously re-elected. Officers elected for the ensuing year are as follows: President, Geo. T. Smith; vice president, W. H. Corbin; treasurer, Geo. E. Long; secretary, Harry Dailey; assistant treasurer and assistant secretary, J. H. Schermerhorn. There were voted 9,304 shares of a total of 10,000. A number of stockholders attended the meeting and expressed themselves as well pleased with the company's showing and with future prospects.

"Efficiency of Construction and Operation" is the title of a booklet just issued by the Monarch Engineering Company of Buffalo, N. Y. It deals with questions of economy in operation and increased profits as opposed to the merely first cost of the construction of grain elevators, grain storage tanks, warehouses and mills, factories, etc. The booklet is illustrated by a number of grain elevators built on the lines of "Monarch" fireproof construction and embodying all the principles in building which have operated in the Monarch Elevator Co.'s houses for permanency, low operating cost, minimum insurance, decreased labor cost, minimum deterioration, increased profits and minimum business risk. A copy of this interesting booklet will be mailed upon application.

"That Hess Dried is Best Dried" is set forth in what is termed a booklet of guidance and comfort for grain men, just issued by the Hess Warming and Ventilating Co. of Chicago. It contains valuable reading matter for the grain man, whether terminal merchant or country buyer. As the title indicates, it treats of the question of the saving along all lines by conditioning grain for the market. To sum up in a single statement the booklet presents in a forceful manner that, to buy Hess Dried Corn or to sell Hess Dried Corn, is to save in worry and cash. On the question of Hess Grain Driers it says: "Hess Grain Driers for twelve years have stood guard over the grain bins of wise grain owners and shippers. They have protected the interests of the buyers, east, south and abroad, against the losses incident to heating and spoiling of grain from excessive moisture. They have saved in cold cash the freight on thousands of tons of water, driven out of the grain before shipment, at the same time enhancing the value of the grain so treated from three to twenty cents per bushel. This constitutes the grain man's insurance against spoiling, as surely as fire insurance protects from fire

losses." A number of testimonial letters from users verify the facts set forth in the booklet's arguments. Some space is given to the widely used Hess U. S. Moisture Tester and the booklet closes with a list of those who are using the Hess Driers. In all there are listed some 150 Hess Driers in this country and three foreign.

[For the Indiana Grain Dealers' Association.]

IMPORTANCE AND REQUIREMENTS OF EXPORT GRAIN MARKETS.

By J. M. BRAFFORD.

I don't know that I can add to Mr. Forbell's paper,* but there are some things that interest us in this way. The great central markets of the West begin with Chicago, Omaha, St. Louis, Toledo, Cincinnati, Buffalo, Columbus, Indianapolis, Pittsburgh. We practically all use the same terms to describe grain. Most of these stations use 19% for maximum moisture in No. 3 corn; Chicago 19.25%.

The trouble with the Western markets as compared with the Eastern markets is that nobody knows what the conditions are in the Eastern markets. They use the term "reasonably dry." The question is, What do they mean by "reasonably"? It might be as dry as the governor of North Carolina when he addressed the governor of South Carolina. When we undertake to ship we do not know how dry it should be. They say they do not use the moisture test. There seems to be a disposition to refuse to use it, and it seems to me they are like the old doctor. When the new thermometers came into use, he refused to use them; but one day a young doctor caught him using it and when asked why he used it, he said, "To prove the correctness of my hand." You go down to Philadelphia, and they use it to prove the correctness of their hand. In New York they have a way of telling when grain is "reasonably" dry, but do not use the moisture test.

We need the Eastern market as much as they need us at present. I believe in ten years there will be no export market. They will all be on the import basis.

We exported only 52,000,000 bushels last year. The Western markets are the markets. Chicago is more and more taking the grain out of this territory. We ship it back to Chicago from eastern Ohio. Chicago weights and grades are taken.

We have no fight against the Eastern markets, but we do feel they ought to get down and make the grades the same as we have them in the West. If they think it takes 18% to make a grade, let us make it 18%, and if they want to sell 16% corn to Europe and get a dollar a bushel, we don't care how much they get for it. If they would simply give us a uniform grade along the Eastern seaboard, we would be satisfied. If they would use the moisture tester, we have our moisture tester. We would know exactly what grain would grade in the East. The Eastern markets in a measure have been making the price, but it is getting more and more to the point where the Western markets are making the price.

Louisville during the ten months ended January 31 received 14,835 cars of grain and shipped 17,305 cars, as recorded by the transit officers.

Consul Grout, Odessa, says the American agricultural expert in Bessarabia, working with corn reports that of 24 varieties of American seed corn planted only five did well enough to be considered. The greatest success was with selections of native varieties. One sort, locally called "Orangaway," a native of Hungary, made the record yield for 1911 87½ bushels per acre. In 1910 an Italian variety, "Chinquintino," held the 1911 record at 62 bushels per acre. The above two varieties of corn are of the flint type. The grain is small and possesses remarkable shipping qualities, and commands the highest prices on the market of western Europe. Adapted as they are to the semiarid conditions of Bessarabia, both of these varieties are strongly recommended by the expert for use in our semiarid Northwest.

*See "American Elevator and Grain Trade", for April 15, p. 549.

[For the "American Elevator and Grain Trade."]

HE KNOWS THE DATES.

BY L. C. B.

The smartest man in our town,
Has his dates all written down;
He knows the dates for paying bills
And for collecting to fill his tills.

As notes and drafts fall due,
He has the dates and does not rue;
For he no protest has to pay,
And so goes smiling all the day.

Thus his credit is number one,
And system is his biggest gun.
He's the man that you should copy,
And so like him be thought lucky;

And yet it is not luck at all,
But simply avoiding being "called."
"Business is business" every day;
"Logic is logic," that's all I say.

PERSONAL

G. B. Martin is the new manager of the Farmers' Elevator at Knox, N. D.

David Evans, of Lorain, Ill., is now manager of the Edwin Beggs Elevator at Bates, Ill.

W. D. Schad has accepted a position as manager of the Farmers' Elevator at Fowler, Ind.

T. Halvorson, of Hoffman, Minn., is the new agent of the Woodworth Elevator at Fairdale, N. D.

The Nathan Grain Co. has secured M. R. Barfell of Baldwin, Ohio, as local agent at Topeka, Ind.

William Thomas, of Portsmouth, Iowa, is now living in Neola, Iowa, where he is employed in the elevator.

Fred Bryan, of Blencoe, Iowa, is now in charge of the Nye-Schneider-Fowler Elevator at Schleswig, Iowa.

R. B. Meldrum will be placed in charge of the elevator which is being erected by W. Z. Sharp at Sioux Falls, S. D.

Leslie McClay, former agent of the Duluth Elevator Co., at Alberta, Minn., is now agent for the same company at Hawley, Minn.

J. P. Hull, of Fargo, N. D., district superintendent of the Northwestern Elevator Co., is contemplating moving to Grand Forks, N. D.

J. H. Hickey, of Delavan, Ill., is now in the grain business at Galton, Ill., with Charles Ruple. He will live in Arcola, which is near Galton.

William P. Schneider, of A. Schneider's Sons, grain and feed dealers of Louisville, Ky., was badly bruised and shaken up in a runaway recently.

E. J. Kisro, formerly with Schmidt & Anderson, left Clements, Minn., recently, for Comfrey, Minn., where he will buy grain for the same company.

Charles Davis, formerly of Dickinson, N. D., has taken charge of the lumber department of the McCaull-Webster Elevator Co., at Regent, N. D.

James A. Patten, of Chicago, called the "Grain King," celebrated his sixtieth birthday, May 8. His offices in the Western Union Building were filled with flowers.

O. S. Wagner, junior member of the firm of Wagner Brothers, grain dealers of Mt. Gilead, Ohio, was thrown from a wagon recently and sustained a broken wrist.

Edward Moschel, of Morton, Ill., will succeed Joseph Claudon as buyer at the elevator at Meadows, Ill., which Claudon Brothers recently sold to a farmers' company.

Harry Scott, manager of a grain elevator in Wapella township, Illinois, was recently elected a supervisor, and has the distinction of being the youngest official in the state.

John J. Powers has resigned his position as manager of the National Elevator Company's house at Langdon, N. D. He will attend to his private affairs and interests which are large.

H. Griffith of Columbus, Ind., passed his eightieth birthday, May 2. He has been a resident of Columbus since his fourteenth year. He is still active in the Columbus grain trade.

H. C. Gray, a veteran member of the Chicago Board of Trade and also a Civil War veteran, has been confined to his bed for the past month and does not seem to be improving in health.

The Columbia Elevator Co. has secured L. B. Edmunds as agent for the company's new house at New England, N. D. He has been employed in Jamestown, N. D., until now, and was formerly in the grain business at Aberdeen, N. D.

SOYA BEAN OIL.

Although there was quite a decline in November and December in the price of soya bean oil in England, the price did not fall below the price of cotton oil to enable the soap makers to use it in any quantity; and it is rather remarkable that the demand for other purposes should have been sufficient to absorb all that was made.

It is difficult to name all the various uses to which this oil is put; but its principal use is undoubtedly as an adulterant of and substitute for linseed oil. "If, however, linseed oil should fall to within a few shillings per cwt. of cottonseed oil," says an English expert, "we should then see soya bean oil enter largely into the manufacture of hard soap; but in our opinion it will not fall more than 36c per cwt. under cottonseed oil, as at this difference in price there is a very large sale for it.

"The crop of soya beans for 1911 is estimated to be 1,300,000 tons, and we are informed that the requirements in China and Japan for the eastern trade will not be such a large percentage of the crop as was taken last year. There should be, therefore, at least 150,000 tons more for export to Europe than during the previous twelve months.

"The feed value of the cake made from these beans is, relatively, on the same level as American decorticated cottonseed meal and the cake made from ground nuts and sesame seed; so that, with the high range of values now ruling for feedstuff, we are of the opinion that the extra quality of beans can be readily absorbed."

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of March, 1912, and for the nine months ending with March, 1912, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	MARCH 1912		NINE MONTHS, ENDING MARCH	
	1911	1912	1911	1912
Exports—				
Barley, bu.....	364,449	463	8,803,740	1,478,758
Buckwheat, bu.....		170	193	180
Corn, bu.....	10,054,426	5,266,925	50,023,358	36,734,936
Corn Meal, bbls.....	55,970	37,670	340,797	343,349
Oats, bu.....	139,536	187,964	1,152,606	1,358,655
Oatmeal, lbs.....	4,533,135	468,234	22,689,880	7,650,706
Rice, lbs.....	1,822,669	559,184	6,976,385	25,737,970
Rye, bu.....	979	451	2,447	4,794
Rye Flour, bbls.....	447	530	5,275	3,417
Wheat, bu.....	1,882,621	1,352,430	20,426,900	27,971,744
Wheat Flour, bbls.....	829,802	1,000,183	7,518,446	8,724,602
Bran, Millfeed, etc., tons.....	5,145	19,204	41,164	109,980
Dried Grains, etc. tons	3,695	5,448	49,603	52,173
Rice Bran and polish, lbs.....	1,057,952	1,626,888	13,960,681	12,086,982
Total Breadstuffs.....	\$12,272,410	\$10,963,532	\$97,004,944	\$104,311,269
Glucose and Grape Sugar, lbs.....	17,484,351	13,797,792	136,895,777	139,521,495
Hay, tons.....	4,813	5,904	42,427	45,033
Oil Cake and Oil-Cake Meal—				
Corn, lbs.....	9,312,059	7,895,400	61,600,617	51,347,548
Cotton Seed, lbs.....	33,309,953	188,839,849	631,282,844	1,159,599,495
Flaxseed or Linseed lbs.....	34,752,644	57,778,219	435,361,118	453,870,095
Vegetable Oils—				
Corn, lbs.....	3,350,697	2,282,772	16,753,580	17,787,644
Cotton Seed, lbs.....	25,401,885	48,805,834	153,172,414	327,950,414
Linseed, gals.....	17,276	20,158	121,134	173,047
Seeds, Grass—				
Clover Seed, lbs.....	204,723	202,042	4,185,456	1,737,929
Timothy Seed, lbs.....	1,400,737	313,955	8,917,131	4,046,823
All others, value.....	\$52,751	\$39,507	\$291,549	\$496,739
Cotton Seed, lbs.....	422,151	8,378,360	9,421,971	59,530,792
Flax Seed, bu.....	154	2,181	390	2,839
Other Seeds, value.....	\$63,416	\$52,126	\$458,176	\$583,777
Beans, etc., bu.....	20,879	17,378	236,407	284,610
Imports—				
Corn, bus., since July 1, 1911.....		2,172		14,219
Oats, bu.....	34,266	204,889	93,842	264,852
Wheat, bu.....	2,411	196,734	507,570	1,211,288
Wheat Flour, bbls.....	8,572	5,036	121,505	102,638
Rice, lbs., since July 1, 1911.....				
Uncleaned, including paddy, lbs.....	8,041,162	4,790,303	54,616,738	34,997,213
Cleaned, lbs.....		3,365,794		16,242,810
Rice, Flour, Meal, etc. lbs.....	9,178,401	8,673,480	99,899,315	81,355,053
Hay, tons, since July 1.....		71,448		509,772
Castor Beans, bu.....	28,218	46,811	439,022	703,269
Clover Seed, lbs.....	2,534,285	7,938,275	23,011,853	32,593,433
Other Grass Seeds, lbs.....		2,091,409		19,239,513
Flax Seed, bu.....	1,538,555	332,666	7,460,374	3,487,834
Beans, etc., bu.....	80,037	142,088	888,730	694,399

EXPORTS OF FOREIGN MERCHANDISE.

Oats, bus.....			4	11,100
Rice, lbs., since July 1, 1911.....				
Uncleaned, including paddy, lbs.....	\$63,869	\$57,706	4,279,252	6,258,024
Cleaned, lbs.....	11,197	180	25,323	7,530
Rice Flour, etc., lbs.....			1,361	20
Wheat, bus.....				63
Wheat Flour, bbls.....	2	30	2	21,919
Flax Seed, bu.....				128
Clover Seed, lbs.....	51,962	93,862		
Other Seeds, value.....	\$12,172	\$5,859	\$55,950	\$41,651
Beans, bus.....	330	1,098	9,390	15,031

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of April, 1912:

BALTIMORE—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	77,719	116,093	134,025	219,652
Corn, bushels.....	312,520	493,174	826,224	1,221,295
Oats, bushels.....	114,115	228,015	20	190
Barley, bushels.....				
Rye, bushels.....	43,076	35,817		
Timothy Seed, bushels.....				
Clover Seed, bushels.....		733		
Hay, tons.....	7,361	6,744	1,147	1,233
Flour, barrels.....	125,269	212,752	45,484	113,040

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Flour, barrels.....	208,907	143,123	67,468	57,029
Wheat, bushels.....	927,286	81,005	1,179,337	198,864
Corn, bushels.....	36,697	37,870	261,957	237,207
Oats, bushels.....	451,166	330,483	39,947	
Rye, bushels.....	2,045	1,000		
Barley, bushels.....	2,357	1,282		8,383
Flaxseed, bushels.....				
Peas, bushels.....	10,287	3,355		
Millfeed, tons.....	1,736	676	135	42
Corn Meal, barrels.....	3,560	1,640	2,870	1,554
Oat Meal, cases.....	16,968	7,325	7,750	6,274
Oat Meal, sacks.....	8,954	15,305	9,052	7,459
Hay, tons.....	11,270	13,170	3,021	6,471

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Wheat, bushels.....	970,000	630,800	1,767,450	742,200
Corn, bushels.....	3,016,150	4,696,250	6,514,850	7,019,975
Oats, bushels.....	6,145,800	5,553,300	7,471,600	6,133,500
Barley, bushels.....	865,500	1,259,800	250,600	456,000
Rye, bushels.....	117,500	67,000	120,200	35,700
Timothy Seed, lbs.....	557,300	367,600	760,900	1,004,100
Clover Seed, lbs.....	307,200	378,100	362,800	251,700
Other Grass Seeds, lbs.....	949,500	650,600	3,601,300	1,058,300
Flax Seed, bushels.....	129,400	27,500	44,200	7,500
Broom Corn, lbs.....	740,200	1,186,390	674,200	721,000
Hay, tons.....	32,594	16,966	11,456	1,239
Flour, barrels.....	533,175	426,239	361,073	393,976

CINCINNATI—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Wheat, bushels.....	227,348		213,318	
Corn, bushels.....	734,652		430,335	
Oats, bushels.....	477,186		223,762	
Barley, bushels.....	19,024		86	
Rye, bushels.....	31,541		11,106	
Timothy Seed, 100 lb. bgs.....	2,986		2,553	
Clover Seed, lbs.....	1,410		4,530	
Other Grass Seed, lbs.....	6,267		15,385	
Flax Seed, bushels.....	55		48	
Broom Corn, lbs.....	389,630		210,600	
Hay, tons.....	14,412		9,727	
Flour, bbls.....	116,993		57,432	

DETROIT—Reported by F. W. Waring, Secretary of the Board of Trade.

Wheat, bushels.....	40,548		71,503	13,753
Corn, bushels.....	86,282	289,997	83,098	275,548
Oats, bushels.....	139,608	172,054	30,077	68,747
Barley, bushels.....	17,420	10,108	1,042	
Rye, bushels.....	7,300	9,671	6,191	3,000
Flour, barrels.....	25,726	17,477	22,400	16,514

DULUTH—Reported by Cbas. F. MacDonald, Secretary of the Board of Trade.

Wheat, bushels.....	5,683,628	779,906	5,320,749	1,235,917
Corn, bushels.....		7,146		400,294
Oats, bushels.....	2,005,637	75,391	1,423,435	369,037
Barley, bushels.....	196,436	280,725	324,988	523,884
Rye, bushels.....	2,515	480	27,715	
Flax Seed, bushels.....	335,523	18,432	297,586	40,085
Flour, bbls.....	176,800	242,000	144,145	239,585
Flour Production.....	65,555	66,450		

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

Wheat, bushels.....	836,400	697,200	1,490,400	1,435,200
Corn, bushels.....	1,608,750	1,471,200	1,783,750	1,171,200
Oats, bushels.....	469,200	375,700	477,700	260,100
Barley, bushels.....	14,000	77,000	11,200	78,400
Rye, bushels.....	2,200	4,400	2,200	
Kaffir Corn, bushels.....	160,714	51,786	183,929	96,428
Flax Seed, bushels.....	1,000	2,000	3,000	
Bran, tons.....	820	560	3,500	5,440
Hay, tons.....	27,708	18,492	4,716	9,780
Flour, barrels.....	24,000	13,250	104,500	104,000

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Wheat, bushels.....	221,950	468,950	342,350	380,755
Corn, bushels.....	444,860	285,890	505,182	926,191
Oats, bushels.....	648,000	790,700	551,572	1,027,125
Barley, bushels.....	588,900	821,600	176,500	599,300
Rye, bushels.....	124,300	67,320	179,120	61,922
Timothy Seed, lbs.....	14,885	263,130	1,200	30,000
Clover Seed, lbs.....	755,177	205,089	33,950	
Flax Seed, bushels.....	61,200		5,800	
Hay, tons.....	3,072	3,112	748	1,170
Flour, bbls.....	119,374	264,050	170,507	235,859

MINNEAPOLIS—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Wheat, bushels.....	3,995,200	4,680,450	2,678,080	1,856,170
Corn, bushels.....	375,250	356,630	150,240	418,770
Oats, bushels.....	668,090	769,990	1,321,830	1,271,110
Barley, bushels.....	405,180	1,223,780	700,670	1,196,080
Rye, bushels.....	75,100	69,580	47,580	64,080
Flax Seed, bushels.....	468,040	112,220	111,030	36,960
Hay, tons.....	6,190	5,180	4,790	2,220
Flour, bbls.....	34,225	12,661	1,317,712	1,279,145

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Wheat, bushels.....	284,551	97,909	313,104	9,362
Corn, bushels.....	21,824	18,925	15,467	11,685
Oats, bushels.....	202,012	48,083	133,735	65,517
Barley, bushels.....	138,416	49,787	125,476	2,302
Rye, bushels.....		1,140		
Flax Seed, bushels.....	24,839	36,982		
Flour, sacks.....	83,670	35,406	115,890	91,876

NEW ORLEANS—Reported by H. S. Herring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	32,000	26,000	49,336	24,535
Corn, bushels.....	29,000	356,100	130,270	557,212
Oats, bushels.....	181,000	124,000	1,397	5,614
Hay, tons.....	2,660	1,617	60	158
Flour, bbls.....	75,265	113,265	33,612	73,187

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Wheat, bushels.....	2,906,800		2,682,530	
Corn, bushels.....	101,375		124,326	
Oats, bushels.....	1,550,925		92,109	
Barley, bushels.....	151,336		42,087	
Rye, bushels.....	9,200			
Timothy Seed, lbs.....			bgs.	
Clover Seed, lbs.....	bgs. 3,271			325
Other Grass Seed, lbs.....				
Flax Seed bushels.....	604,707			
Hay, tons.....	16,310		bbls. 3,449	
Flour, bbls.....	763,914		317,488	

ELEVATOR AND GRAIN NEWS

ILLINOIS.

A farmers' elevator is to be erected at Lee Center, Ill.

Thomas Ryan & Son, Kinsman, Ill., are having a new grain office built.

The New Holland Grain Elevator at New Holland, Ill., has been sold for \$6,004.

The Wallace Grain Co., Ottawa, Ill., will install a Hall Signaling Grain Distributor.

J. E. Davis has purchased the half interest of Mr. Kleiss in the Kleiss & Gilles Elevator at Pesotum, Ill.

The West Salem Roller Mills, of West Salem, Ill., are installing a 28-foot Constant "Safety" Ball Bearing Man-lift.

The Farmers' Elevator Co., Henning, Ill., has bought the Merritt & Elliott Elevator at Henning, paying \$7,000.

The Farmington Lumber & Grain Co., Farmington, Ill., will soon start work upon a building for an elevator.

The Erie Railroad has taken out a permit to erect a grain storage at Chicago, Ill., to cost \$78,500. It will be of concrete, two stories high.

The contract for the construction of the Beggs Elevator at Greenview, Ill., has been let and the house will be ready about the first of July.

The Farmers' Elevator Co., of Ludlow, Ill., has bought an elevator at Ludlow. It will be under the management of the present line agent, E. D. Risser.

George Long has recently made extensive improvements on his elevator at Bushnell, Ill. He has installed new grain dumps, scales and other devices.

The Farmers' Grain Co., of Dalton City, Ill., are equipping their elevator with a Reliance Automatic Scale and a 30-foot Constant "Safety" Ball Bearing Man-lift.

D. H. and D. N. Claudon, in business as Claudon Brothers, have sold their elevator at Meadows, Ill., to the Farmers' Elevator Co. of Meadows, recently organized.

J. C. McCord, of Bloomington, Ill., is repairing his two elevators at Holder and Brokaw, Ill. B. S. Constant Co., of Bloomington, Ill., furnished the machinery.

The Wallace Grain Co. is making repairs and alterations on its elevator at Ottawa, Ill. The Burrell Engineering & Construction Co. of Chicago, Ill., has the contract.

The grain elevator at Galton, Ill., the property of J. Woolford, has been sold to Charles Ruple of Benoit, Miss., for \$10,500. Possession will be given within a short time.

C. W. Peterson is now owner of the elevator at Grand Ridge, Ill., which he has been operating the past year under lease. He is also operating an elevator at Wedron, Ill.

Joliet Grain Co., Joliet, Ill., new elevator is equipped with Constant's Platform Wagon Dump, B. S. C. Chain Drag and Feeder and a 50-foot "Safety" Ball Bearing Man-lift.

Clayton, Ill., is to have a grain elevator to cost about \$7,500. It will be equipped with two dumps, sheller, and other modern equipment and will have a capacity of 10,000 bushels daily.

The Farmers' Elevator Co., Hartsburg, Ill., has bought the elevator of J. E. Miller at Hartsburg. The farmers' company owns one elevator at Hartsburg and has control in the other.

The directors of the Joy Prairie Elevator Co., Joy Prairie, Ill., have secured an option on a site for the elevator that the company plans to build. The site is near that of the old elevator.

Parties interested in the grain elevator near Holder, Ill., referred the matter to the railroad and warehouse commissioners and were unable to secure a permit, so the matter has been dropped.

The Burrell Engineering & Construction Co. of Chicago, Ill., has the contract for a new 1,500-bushel grain elevator for the Farmers' Elevator Co. of Standard, Ill. Power will be furnished by electric motor.

The Farmers' Elevator Co., recently organized at Henning, Ill., has bought the elevator at Henning owned by the firm of Merrill & Elliott. The consideration was \$7,000. The company will take possession the first of June.

S. W. Strong, secretary of the Illinois Grain Dealers' Association reports the following changes: Davis Lumber Co., Smithshire, Ill., succeeds W. W. Hickman; Allen & Overly, Lyndon, Ill., succeed W. H. Shaw; Farmers' Elevator Co., Tampico, Ill., succeeds E. C. Boyer; Farmers' Elevator Co., Harris, Ill., succeeds Hollowell Brothers; C. H. Ruple & Co., Galton, Ill., succeed J. C. Roe; Tobey Bane,

Ellsworth, Ill., succeeds G. W. Bane & Son; Farmers' Elevator Co., Meadows, Ill., succeeds Claudon Brothers.

The Newell Constr. Co., of Cedar Rapids, Iowa, is building the new elevator at Parnell, Ill., and it will be equipped with a 36-foot Constant "Safety" Ball Bearing Man-lift.

The Clarion Elevator Co., a recently organized co-operative concern, has decided to build at Wendel, Ill., a new station near Mendota. The directors are William Gross, George Stamberger, Martin Swanlund, George Wendel and others.

The farmers' elevator at Hinckley, Ill., has been undergoing a number of changes. The two cupolas have been torn down and a much larger one built. A Hall Signaling Grain Distributor will be installed.

J. A. Davis, of Arthur, Ill., is equipping his elevator at Fairbanks, Ill., with one No. 16 U. S. Grain Cleaner, one No. 2 U. S. Corn Sheller, two U. S. Friction Clutches, Dandy Turnheads, besides other extensive repairs on the old machinery, all of which was furnished by the B. S. Constant Co., of Bloomington, Ill.

The superstructure of the new elevator for the Joliet Grain Co., Joliet, Ill., is under way. The capacity of the elevator will be 30,000 bushels, and the plant will be equipped for feed grinding. The Burrell Engineering & Construction Co. of Chicago have the contract for the work, which will cost about \$8,000.

The elevator of the Cleveland Grain Co. at Champaign, Ill., has been razed. The company will build an elevator with a concrete foundation and sheet iron construction, at a cost of about \$60,000. The house will have a capacity of 250,000 bushels. The John S. Metcalf Company of Chicago has the contract for the work and a large force of men is already on the scene.

The Central Mill & Elevator Co., of Bloomington, Ill., have completed their new mill, which replaces the one burned during the winter. It is equipped with a No. 13 U. S. Grain Cleaner, a Constant "Safety" Ball Bearing Man-lift, Self-Locking Rail Dump, two stands of elevators, B. S. C. Drag Chain and Feeder, Corn Sheller, besides the milling machinery, all of which was furnished by the B. S. Constant Co., of Bloomington, Ill.

IOWA.

Work has commenced on the Turner Elevator at Varina, Iowa.

The Co-operative Supply Co., Burlington, Iowa, is enlarging its business.

The Farmers' Elevator Co. of Blencoe, Blencoe, Iowa, has been organized.

Charles Sauer has bought a site at Inasqueton, Iowa, and will erect an elevator.

The elevator at Delmar, Iowa, is being torn down to make room for a larger house.

The Hynes Grain Co., Kirkman, Iowa, has installed a Hall Signaling Grain Distributor.

Harry Drew of Manchester, Iowa, has bought the grain business of J. E. Miller at Green, Iowa.

The Malvern Grain & Milling Co., Malvern, Iowa, has been incorporated with a capital stock of \$12,000.

The old elevator of the Farmers' Elevator Co. at Paullina, Iowa, is being torn down to make way for a new elevator.

The contract for the construction of the new Farmers' Elevator at Paullina, Iowa, has been let. The building will cost \$7,565.

A new farmers' elevator will be built at Onawa, Iowa, this summer. About \$7,000 has been subscribed for the purpose already.

The Highview Farmers' Elevator Co., Highview, Iowa, near Webster City, have bought the Western Elevator Co.'s house at Highview.

The elevator being built at Lucerne, Iowa, by the Newell Constr. Co. will be equipped with a 45-foot Constant "Safety" Ball Bearing Man-lift.

The Farmers' Elevator Co. at Holstein, Iowa, has decided to buy the elevator of the Trans-Mississippi Co. The property is valued at \$9,000.

The Farmers' Co-operative Exchange of La Porte City, Iowa, will make extensive improvements on their elevator this spring and summer.

The Philip S. Dennis Co. have bought the elevator at Bagley, Iowa, and succeeded to the business of Wright & McWhinney, taking possession May 1.

The Farmers' Exchange, of Charles City, Iowa, is negotiating for the purchase of an elevator at Carville, Iowa, at present known as the Helgen Elevator.

The Farmers' Incorporated Co-operative Elevator Society of Dumont, Iowa, is considering moving the society's elevator from its present site on the Great Western R. R. right of way to the former site of the Western Elevator on the North-Western's tracks. The Western Co. have decided that they

will not rebuild their elevator, which was recently destroyed by fire.

Moses Edwards & Sons, of Albina, Iowa, are installing a 30-foot Constant "Safety" Ball Bearing Man-lift. B. F. Gump & Co., of Chicago, Ill., are doing the work.

Work has started on the new elevator for the Farmers' Elevator Co. at Barnes City, Iowa. The building is expected to be ready for use about the first week in June.

A 40-foot Constant "Safety" Ball Bearing Man-lift is part of the equipment of the new elevator being built at Varina, Iowa, by the Newell Constr. Co., of Cedar Rapids, Iowa.

A \$3,500 elevator will be built at Carney, Iowa, a proposed new station near Charles City. The contract has been let. The Carney Grain Association will open the new house.

The Newell Constr. Co., of Cedar Rapids, Iowa, are building a new elevator at Marengo, Iowa, which will be equipped with a 40-foot Constant "Safety" Ball Bearing Man-lift.

The Hilton Lumber & Grain Co., of Conroy, Iowa, have installed the B. S. C. Chain Drag and Feeder and a 56-foot Constant "Safety" Ball Bearing Man-lift. The Newell Constr. Co. had the contract.

The Wright Flour Co. has bought out the business of R. E. Gerher, dealing in seeds, feed and grain at Fort Madison, Iowa. The head of the firm, E. M. Wright, was formerly with the Western Flour Mills of Davenport, Iowa. The other member of the firm is Payne Thompson of Erie, Ill.

EASTERN.

E. H. Rollins is now in the grain business at Granby, Conn.

William Emerson has entered the grain business at Dalton, N. H.

The W. N. Potter Grain Co. has opened for business in Hinsdale, Vt.

Burwell & Barnes, Bristol, Conn., have bought a site in Bristol, which they will use for an elevator, according to reports.

A. D. Thomas has sold his grain and feed business at Palmer, Mass., to the Palmer Grain Co., whose manager will be Thomas McCrea.

Gillett & Walker have sold their grain business at Dayville, Conn., to DeForest Wells and D. L. Downs, who will continue the business.

L. H. Kirk has secured a permit for the construction of a grain storage at Wakefield, Mass. The house will be 65 by 25 feet ground plan.

The North End Feed Co., Burlington, Vt., will be known in the future as the Burlington Grain Co., and will be under the management of S. H. Klinckstein.

F. Woodruff & Sons of Winsted, Conn., have sold their grain business to M. D. Leonard & Co., of Waterbury, Conn. The deal includes not only the business but the mill property and a grain storage in Winsted.

D. G. Stewart has awarded a contract to the Macdonald Engineering Company of Chicago for a grain elevator at Pittsburgh, Pa., to replace the frame structure that burned a few weeks ago. The new house will be of reinforced concrete construction and will cost about \$32,000.

MISSOURI, KANSAS AND NEBRASKA.

The new elevator at Bigelow, Mo., will soon be ready to handle grain.

The O. F. Goodin Grain Co., Charleston, Mo., has retired from the grain business.

Business men of St. Joseph, Mo., are agitating for terminal elevator facilities for the city.

The Tabb Grain Co. is building a new elevator at Abbeyville, Kan. The old elevator was torn down.

The Farmers' Elevator Co. at Vesper, Kan., is making improvements in the engine room of the elevator.

David McKinney and J. Brown are preparing to build a grain elevator with a capacity of 15,000 bushels at Baldwin, Kan.

The Wellington Milling & Elevator Co., Wellington, Kan., will install four Hall Signaling Grain Distributors in their elevator.

The new Lysle Elevator at Leavenworth, Kan., is in process of construction. The foundations were finished about the last of April.

C. A. Liggett & Son are starting the foundation for their new grain elevator at Baldwin, Kan., which will replace the one burned last winter.

The Farmers' Elevator Co. of Craig, Craig, Mo., has been incorporated with a capital stock of \$10,000 by Roger McCoy, S. M. Randall, E. R. Melton and others.

The Valier & Spies Milling Co., St. Louis, Mo., has bought a tract of land at St. Louis, adjoining the site of the new elevator that the company is erecting. The land has a frontage of 740 feet on

the Belt Railroad, and will be used for track room and, it is rumored, for a mill also.

The Farmers' Elevator Co., of Craig, Mo., has been incorporated with a capital stock of \$10,000, by Roger McCoy, S. M. Randall, E. R. Melton and others.

Valier & Spies Milling Co., St. Louis, Mo., have applied for a permit for a concrete grain elevator at St. Louis. This is the first of extensive improvements that the company is planning.

The Holland, O'Neal Milling Co. of Mt. Vernon, Mo., is building a 100,000-bushel concrete storage elevator in connection with its mill. The Burrell Engineering & Construction Co. has the contract.

The Topeka Grain & Elevator Co., Topeka, Kan., has been organized with a capital stock of \$25,000. The company owns elevators at Rossville, Bellview and Grantville. The officers are: M. W. Cardwell, president and manager; E. J. Wallace, secretary, and Charles Montgomery, treasurer.

MINNESOTA AND WISCONSIN.

An elevator is being built at Eden Valley, Minn.

A new elevator will be built at Brewster, Minn., this summer.

There is a movement to build a farmers' elevator at Halma, Minn.

The La Crosse Grain Co. has opened new offices in Spring Valley, Minn.

F. I. Bolles will erect a grain elevator at West Salem, Wis., this summer.

Farmers of Bronson, Minn., are organizing a co-operative elevator company.

B. B. Sheffield is preparing to erect a \$10,000 elevator at Montgomery, Minn.

The contract for the construction of a farmers' elevator at Chandler, Minn., has been let.

The three elevators at Avoca, Minn., are to be torn down and one large one will be erected.

The American Society of Equity has offered to organize a farmers' elevator company at Aitkin, Minn.

The Herman Market Co. is enlarging its elevator at Herman, Minn. Some new machinery will be added.

The Great Western Elevator Co. has decided to close its house at Klossner, Minn., during the summer.

The Farmers' Co-operative Commission Co. has bought the elevator of the Fulda Farmers' Elevator Co., Fulda, Minn.

Farmers at Oakland, Minn., are planning to raise \$7,000 and to build or buy an elevator to be run on the co-operative plan.

The Dennison Farmers' Elevator Co., Dennison, Minn., will make a number of improvements on the property this summer.

M. & J. Kresbach's Elevator at Adams, Minn., has been sold to T. J. Downey and John Lacher, who will take possession July 1.

The Alma Center Produce Co., Alma Center, Wis., has bought the Cargill Elevator at that place. It will take possession June 1.

A farmers' elevator company is being organized at Prairie du Sac, Wis. The farmers expect to purchase the W. C. Cook & Son property.

D. E. Earsley, grain buyer at Elgin, Minn., has bought the business of the Elgin Elevator of the Western Elevator Co. of Winona, Minn.

The Northern Milling Co., of Wausau, Wis., has bought the Paronto warehouse at Mosinee, Wis., and will do a general warehouse business in farm products.

George B. Smith has bought an interest in the Stockdahl & Dietz' elevator at Ormsby, Minn. He was formerly a buyer at Triumph. He took active charge of the elevator May 1.

The Mantorville Farmers' Elevator Co. has decided to spend \$500 in improvements on the elevator at Mantorville, Minn., during the summer. A new grain dump and scales will be put in.

The wreck of the Cargill Elevator at Mankato, Minn., which burned April 14, has been removed. It will probably not be rebuilt at that site, as the city plans to open a street through the land.

The Pettit Grain & Potato Co., Verndale, Minn., has been incorporated with a capital stock of \$25,000. The incorporators are Charles P. Pettit, Lynn H. Pettit and Burt H. Pettit, all of Verndale.

The Chicago & North Western R. R. has secured a permit to erect a \$90,000 grain elevator at Milwaukee, Wis. It will be built of reinforced concrete and will replace the one recently destroyed by fire.

The Hottelet Co., grain dealers of Milwaukee, Wis., has filed notice of dissolution with the secretary of state. The president, Max Hottelet, will form a partnership with his brother, Ernest Hottelet, and the business will be continued. The com-

pany discontinued as a corporation on account of difficulties in making reports for the income tax.

The Farmers' Elevator Co., recently organized at Newfolden, Minn., will build a grain elevator this summer. A feed mill will be run in connection.

The firm of I. W. York & Co., Portage, Wis., has started the erection of a 40,000-bushel elevator at Portage. It will be used in connection with the company's mill. It will be constructed entirely of reinforced concrete.

The Dotson Farmers' Elevator Co. of Dotson, Minn., has been incorporated with a capital stock of \$15,000 by J. L. Farrell, John Schulz, H. H. Lau, O. A. Fox, Ford Bigot, Rudolph Prechel and John Callahan, all of Dotson.

An elevator will be built at Superior, Wis., by the American Milling Co., which has lately decided to manufacture linseed oil at its plant in Superior. It will be on the site of the Grand Republic mill, which burned several years ago.

The Winger Farmers' Elevator & Mercantile Co., Winger, Minn., has been incorporated with a capital stock of \$12,000. The incorporators are S. O. Hukee, Peter Ericksson T. J. Haugen, P. Grambo, H. Anderson, Peter Krogstadt and H. S. Aasen.

Articles of incorporation for the Lansing Co-operative Elevator Co., Lansing, Minn., have been filed. The company has asked for bids for the construction of an elevator according to plans on file with the secretary, B. F. Carll of Lansing, Minn. The capacity of the elevator is to be 20,000 bushels.

WESTERN.

Sites for three elevators have been selected at Joplin, Mont.

Hyrum Johnson has bought a site at Ogden, Utah, and will erect a large grain storage.

A grain elevator will be built at Collins, Mont., during the summer. No particulars are known at the present time.

Construction work on the elevator at Picabo, Idaho, is progressing rapidly and the house will be ready for use before long.

Johnson & Govreau are to build a grain elevator at Rocky Ford, Colo. This will make the third elevator to be erected at Rocky Ford this spring.

George S. Leonard will build a 20,000-bushel elevator at Ismay, Mont., during the coming summer. A stock company will be formed. The company will operate a feed mill.

The Globe Grain & Milling Co., San Pedro, Cal., will soon begin the erection of a grain elevator and storage on the water front at San Pedro. The estimated cost of the improvement is between \$100,000 and \$150,000. There will be five steel tanks in the plant.

The Sandstone Elevator Co. has been incorporated in Montana with a capital stock of \$6,000. The incorporators are Eugene Kearney, J. W. Zook, George S. Leonard and others. The company will build elevators at Plevna and Westmore, Mont., and run them on the co-operative plan.

The Meridian Farms Co., Meridian, Cal., will soon erect a large storehouse for grain and other farm produce. The building will be erected on the banks of the Sacramento River and will be equipped with devices for unloading vessels. It will also be connected with the Northern Electric Railroad Co.'s tracks by a spur.

CANADIAN.

Guay & Co., dealers in flour, feed and grain, Norwood, Man., have sold out to A. Guay.

Maier Calif, flour, feed and grain dealer of Winnipeg, Can., is reported as discontinuing business.

The work on the National Transcontinental railway is proceeding so fast that before winter another outlet to the west will be offered to Winnipeg. The road will be in shape to haul grain before the close of fall.

The Saskatchewan Elevator Co. has been incorporated under the Dominion Companies Act, with a capital stock of \$250,000, with offices at Winnipeg. The company will take over as a going concern the Saskatchewan Elevator Company of Saskatchewan.

The Saskatchewan Co-operative Elevator Company has decided to make its headquarters at Regina, Sask. The company has awarded a contract for 10,000,000 feet of lumber for the construction of 75 elevators which it proposes to build this summer and fall.

The Canadian Pacific Ry. has just announced that it has completed plans for a new cleaning house at Fort William, Ont., with a capacity of 1,000,000 bushels. Construction work will start at once. The plant will be located on the Kaministiquia River, between the Western and Consolidated elevators.

The Quebec Harbor Commission has definitely concluded to call for bids for the construction of a grain elevator of from one to two million bushels' capacity to be erected between piers 1 and 2 of the

breakwater extension connecting with the Louis embankment at Quebec.

Barker & Dilworth, dealers in flour, feed and grain at Macleod, Alta, have dissolved partnership, according to reports.

The Canadian Pacific Railway has decided to build another elevator at Port McNichol which will double the present storage capacity of 2,000,000 bushels.

It is rumored that the Canadian Pacific Ry. is planning to build a large grain elevator with terminal facilities at Winnipeg, to relieve the congestion of the yards and the overcrowding at the head-of-the-lakes. The exact site of the house has not been announced.

THE DAKOTAS.

M. K. Hofer has bought an elevator at Freeman, S. D.

A farmers' elevator will be built at Steele, N. D., this spring.

An addition is being built on the Bagley Elevator at Faulkton, S. D.

The Canistota Grain Co., Canistota, S. D., will erect an elevator at that point.

An attempt is being made to organize a farmers' elevator company at Williston, N. D.

The Hartland Farmers' Elevator Co. of Hartland, N. D., has been incorporated with a capital stock of \$7,000.

Timber Lake, S. D., will have a co-operative elevator this summer if the plans of a number of farmers go through.

The Occident Elevator at Carson, N. D., will be replaced by the company. The old elevator was gutted by fire recently.

The St. Anthony & Dakota Elevator at Grand Forks, N. D., recently destroyed by fire, will be rebuilt in a short time.

Carpenters have commenced work on the Occident Elevator at Carson, N. D., which the company is rebuilding after the recent fire.

The Farmers' Elevator Co. at Dwight, N. D., is planning to buy one of the two houses at Dwight. The Cargill house has been offered.

The Pillsbury Farmers' Elevator Co., Pillsbury, N. D., will build an elevator this summer. Bids are being considered at the present time.

The Farmers' Equity Milling Co. has a branch at Aberdeen, S. D., now. The secretary, H. Bolsta, has secured a large warehouse for the company.

The Farmers' Elevator Co., Geddes, S. D., is selecting a site for the new 38,000 bushel elevator, which they will soon erect at a cost of \$6,000.

Ray, N. D., will probably have a co-operative elevator this summer. A number of farmers are agitating the subject. The town has five elevators already.

The Farmers' Elevator Co. of Bottineau, N. D., has bought the Minneapolis & Northwestern Elevator at Bottineau, trading their old elevator as part payment.

H. H. Hanson is now in possession of the Okeon Elevator at De Lamere, N. D., which he purchased some time ago. A feed mill is run in connection with the elevator.

The Equity Elevator & Trading Co., Sheyenne, N. D., will tear down their old elevator at Sheyenne and build a modern house with a capacity of 60,000 bushels. The contract has been let.

The Coburn Farmers' Elevator Co., Coburn, Ransom county, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are W. C. McConnell, Henry Ylvsaker, Earl Clayton and S. E. Cresswell, all of Sheldon, N. D.

The Farmers' Elevator Co. of Fessenden, N. D., will erect an elevator at Fessenden during the summer. The company will secure a buyer and have a car loader, so that the agent can buy grain on the track until the house is built.

The old Cargill Elevator at Kindred, N. D., has been torn down at last. It was nearly 30 years old and had become a menace. While workmen were at work razing the building a wall collapsed and one man was killed by the falling timbers.

The Farmers' Elevator Co. at Moorehead, N. D., have started to tear down one part of their elevator, which will be replaced with a machinery warehouse and a machine shop. The capacity of the elevator will be reduced to 50,000 bushels.

F. H. Squire, secretary of the Farmers' Co-operative Exchange at Fargo, N. D., was instrumental in organizing a new farmers' elevator company at Wildrose, N. D. It is called the Equity Elevator & Trading Co., and has a capital stock of \$10,000.

The Fairview Farmers' Elevator & Mercantile Co. has been incorporated in North Dakota. The capital stock is \$25,000 and the incorporators of the company are F. E. Dier of Hannaford, N. D.; M. L. Ladby of Dazey, N. D.; Nels Olson of Hannaford,

Robert Knuze of Dazey, J. M. Freer and Henry Curtis of Hannaford, and E. J. Moshe of Dazey.

The Farmers' Elevator Co. of Dawson, N. D., has opened its house, with Edward Bon in charge.

Heil & Burgad's elevator at Hague, N. D., is being taken down, preparatory to moving it to Selz, eight miles north of Harvey, N. D. A section of the elevator was moved last summer and the remainder will be moved after seeding time this spring.

Farmers of Eldorado township, in Trail county, near Hillsboro, N. D., have decided to go into the grain business and have incorporated as the Eldorado Elevator & Shipping Co., with a capital stock of \$15,000. The directors are M. H. Johnson, Henry Strom, A. Steenson, J. A. Sorum, John Chelson and John Mergenthal.

OHIO, INDIANA, MICHIGAN.

Edward Lee has bought an elevator at Crawfordsville, Ind.

The Ogden Elevator at Goshen, Ind., will soon be completed.

A spur track is being put in for a new elevator at Crete, Ind.

James P. Bolger will erect two elevators at South Norwood, Ohio.

The elevator at Petroleum, Ind., is undergoing a number of repairs.

The Spencerville Elevator Co., Spencerville, Ohio, has sold its elevator at Monticello.

The Farmers' Elevator Co. of Ithaca, Mich., has been incorporated with a capital stock of \$25,000.

Work has begun on the new elevator for Cygnet, Ohio, and the house will be completed in about two months.

The Farmers' Grain & Stock Co., Elery, Ohio, has let the contract for the construction of an elevator at Elery.

The Hess Elevator Co., Akron, Mich., has bought a 12-horsepower gasoline and oil engine for use on their hay press.

The Swiss Milk Co., of Berne, Ind., have equipped their elevator with a 20-foot Constant "Safety" Ball Bearing Man-lift.

Ground has been broken at Bach, Mich., for a new elevator which will be erected by Mark Bartholomy and others.

The Quincy Grain Co., Bellefontaine, Ohio, has leased a site near their elevator on which they will erect coal sheds.

Perrott & Stewart are making preparations to rebuild the elevator at Chesaning, Mich., which was recently destroyed by fire.

The elevator of the Ogden Flouring Mill at Milford, Ind., which was recently damaged by a derailed train, is being repaired.

The J. H. Linn Produce Co. have equipped their elevators at Okemos and Williamstown, Mich., with Hall Signaling Grain Distributors.

Joseph Poos, a retired farmer, has bought the Cotterman Elevator at Eaton, Ohio, from C. W. Conley, who purchased it a short time ago.

The Ruth Arbor Gleaners of Oxford, Mich., have decided to build an elevator at Oxford. They are planning to raise \$7,000 for that purpose.

C. E. Young & Son, of Urbana, Ohio, are installing a U. S. Grain Cleaner in their elevator at Dallas, Ohio. Abe B. Hennigar is doing the work.

Clifton Cohee, of Boyleston, Ind., has placed two "Safety" Platform Wagon Dumps in his driveway. C. A. Drake, of Frankfort, Ind., did the work.

The Farmers' Grain Co., Bellevue, Ohio, has started work on a branch elevator at Monroeville, Ohio. The house will be completed by harvest time.

The Weese-Welborn Grain Co., Princeton, Ind., has been incorporated with a capital stock of \$15,000 by William Weese, M. J. Welborn and O. P. Welborn.

Jones Bros., of Stone Bluffs, Ind., are adding two 6-foot platform dumps to their elevator. The Reliance Constr. Co., of Indianapolis, Ind., are doing the work.

The Maumee Valley Grain Co., Sherwood, Ohio, is erecting a building for use as an office. A registering beam scale will be put in and the dumps will be improved.

The Bear Grain Co., Hicksville, Ind., is planning to move its elevator to another site about 300 feet away and to put in a spur track. The plant will be enlarged to 30,000 bushels.

Milton Markey, formerly in the flour and feed business at La Rue, Ohio, and James King, who recently bought the Rish Elevator at La Rue, have formed a partnership and will operate the Rish Elevator.

A Farmers' Elevator Co. has been formed at Rising Sun, Ohio. Last fall the town secured the J. L. Rouze Co., but when the company attempted to secure a side track for the contemplated elevator the way was blocked by an injunction. The farm-

ers have offered to take the Rouze Co.'s investment.

Milton Osborn, senior member of the firm of Osborn Brothers, grain dealers and millers of Grant, Mich., will retire and the business will be conducted by his brother, John Osborn.

E. L. Carroll, who recently purchased the J. D. Hale grain and seed business at Decatur, Ind., is making a number of improvements on the property. He will install electric power.

J. H. Palmer & Co., of Sunfield, Mich., have sold their elevator at that place to George Triphagen and others. Mr. Triphagen will be manager of the company which will incorporate.

The Oxford Grain Co., Oxford, Ind., has been incorporated with a capital stock of \$15,000 by Arthur Benedict, J. G. Fuller, J. H. Gerlach, J. W. Johnson, A. F. Johnson and Frank Glaspie.

The Sparta Grain Co., of Sparta, Mich., have installed one B. S. C. Chain Drag and Feeder and a 45-foot Constant "Safety" Ball Bearing Man-lift. Burrell Engr. & Constr. Co. have the contract.

Perrott & Stewart, Chesaning, Mich., are building a 20,000-bushel grain and bean elevator. The Ypsilanti Machine Works, Ypsilanti, Mich., are furnishing the plans and machinery for the house.

The two elevators at Covington, Ind., the property of the estate of Thomas H. Bodine, have been sold to William Riddler and Carl L. Moore of Waynetown for \$20,200. Mr. Moore will have active charge of the two houses.

A new elevator will be built at Bryant, Ind., according to reports. The Bryant Grain Co. recently went into the hands of a receiver and was bought up by George W. Adams, who owned the other elevator. A new company will be formed.

The Northside Coal & Grain Co., Cincinnati, Ohio, has been incorporated with a capital stock of \$15,000 to deal in coal, grain, flour, feed and the like. The incorporators are John J. Weiss, L. B. Weiss, Joseph Weiss, F. W. Freeman and E. R. Fornwald.

The Farmers' Elevator Co., Whitley, Ind., has awarded the contract for the construction of an elevator at Whitley. It will have a capacity of 20,000 bushels and will be modern in its equipment. It will be built on a site between the Vandalia and Nickel Plate railways.

Rudolph Weinert of Dayton, Ohio, has purchased an interest in the elevator and coal business of Hehmeyer & Son at Coldwater, Ohio. The firm will now be known as the Coldwater Grain & Coal Co., and will be composed of Fred Hehmeyer, Carl Hehmeyer and Rudolph Weinert.

The Scirclesville Grain Co., of Scirclesville, Ind., are making some improvements, including the installation of a 1,500-bushel Reliance Automatic Scale and three All Iron Overhead Wagon Dumps run by power. B. S. Constant Co., of Bloomington, Ill., furnished the machinery.

The Brown's Valley Grain Co., Brown's Valley, Ind., has been organized with a capital stock of \$10,000. The directors of the company are J. W. Todd, J. W. Lank, I. S. Todd, L. M. McLeod, Frank Wilkinson and Walter Sutherlin. They have let the contract for the construction of an elevator.

The Macdonald Engineering Company of Chicago has the contract for the construction of a concrete elevator for the Crabbs, Reynolds, Taylor Co. at Wingate, Ind., to replace the one recently destroyed by fire. The company has two elevators at Wingate at present, under the management of H. A. Freeman.

William Nading is spending about \$7,000 in improvements on his elevator at Greensburg, Ind. The improvements include a new driveway, two new grain dumps, new machinery and a gas engine. A hopper scale and grain cleaner will be installed in the cupola. Later he intends to install a corn cleaner.

J. A. McComas, of Fortville, Ind., is building a new elevator. It is equipped with a No. 23 U. S. Grain Cleaner, No. 2 U. S. Corn Sheller, U. S. Friction Clutches, B. S. C. Chain Drags and Feeders, 56-foot "Safety" Ball Bearing Man-lift. The entire equipment was furnished by the B. S. Constant Co., of Bloomington, Ill.

C. E. Lloyd, of Washington C. H., Ohio, will erect an elevator at that city, at a cost of \$20,000. It will be built of reinforced concrete and steel and will have a capacity of 35,000 bushels, giving Mr. Lloyd a total capacity in his two elevators of 100,000 bushels. The new elevator will be connected with the old house with a gallery and a tunnel.

The Raymond P. Lipe Co., Bryan, Ohio, will soon complete extensive improvements on the elevator and mill at Bryan. Last year the company spent about \$30,000 in improvements and expects to spend that amount this year. The elevator proper is being enlarged and new buildings will be erected. The capacity of the corn drier will be increased from 2,000 bushels in ten hours to 5,000 bushels. A sprinkler system for fire protection will be in-

stalled in the elevator and mill at a cost of about \$5,000. The new buildings will be used for the manufacture of feed.

Bronson Mfg. Co., of Bronson, Mich., are making improvements including a No. 23 U. S. Grain Cleaner, one B. S. C. Chain Drag and Feeder, Constant All Iron Overhead Wagon Dump, three stands of elevators complete, renewing the spouts with round galvanized spouting and other repairs, all of which was furnished by the B. S. Constant Co., of Bloomington, Ill.

L. J. McMillin, of Indianapolis, Ind., has been awarded the contract for the improvements by Myers Bros., of Linnsburg, Ind. The elevator will be equipped with one stand of elevators, new spouting and Dandy Turnheads, B. S. C. Chain Drags and Feeders, one No. 22 U. S. Grain Cleaner, and a 40-foot Constant "Safety" Ball Bearing Man-lift, all of which is furnished by the B. S. Constant Co., of Bloomington, Ill.

E. N. Cook of Chicago is planning to build an elevator at Plymouth, Ind. A site has been secured and work will soon start. The elevator will be equipped with patent dumps, scales, and will have an elevating capacity of 1,500 bushels an hour. The building will be covered with galvanized iron and the bins will be of cribbed construction. The house will be run by electric power and will be equipped with a sheller, grinder and cleaner.

SOUTHERN AND SOUTHWESTERN.

Columbia, S. C., is agitating for a grain elevator.

The Lenapah Grain & Hay Co., Lenapah, Okla., has purchased a Hall Signaling Grain Distributor.

The Trinity Grain Co., Dallas, Texas, has been granted a permit by the city to operate a public scale.

Anderson & Spillman have commenced building operations for a large grain elevator at Danville, Ky.

Gibson's Gin & Oil Co., Calvert, Texas, is erecting a large seed house on the right of way of the Houston & Texas Central at Calvert.

The Laws & Downey Grain Co. of Texarkana, Ark., has filed an amendment to its charter changing its name to the Laws & Clark Grain Co.

The Thompson-Everett Company, of Suffolk, Va., will erect a warehouse and grain elevator at a cost of about \$6,000. The plant will be brick, with metal roof.

The Amarillo Broom Corn Co., Amarillo, Texas, has been incorporated with a capital stock of \$40,000. The incorporators are A. J. Lundgren, W. I. McAllister and M. C. LeMaster.

The Vici Warehouse Co., Vici, Okla., has been incorporated with a capital stock of \$10,000. The incorporators are J. S. Townsend and T. Thomas of Vici and L. E. Galbreath of Woodward, Okla.

The A. C. Houston Grain Co. has been incorporated at Cashion, Okla., with a capital stock of \$5,000. The incorporators are A. C. Houston of Wichita, Kan., and T. A. Montague of Cashion.

Elevators in Texas City, Texas, built four years ago for Kansas wheat export trade, which have been standing idle since that time, are being fitted up in anticipation of a large business in Kansas wheat.

The Galveston Wharf Co., Galveston, Texas, has been overhauling and cleaning its elevators at Galveston. The company plans to do an export business in Kansas wheat, something that has not occurred for two years.

The New Orleans Terminal Co., New Orleans, La., has appropriated \$1,000,000 for making various harbor improvements, among which is a grain elevator to have a capacity of 500,000 bushels. The elevator will be on the Charlemette water front.

Dismukes & Co., dealers in grain feed and the like, have incorporated at Oklahoma City, Okla., with a capital stock of \$15,000. The incorporators are W. W. McCammon, of Topeka, Kan.; P. P. Dismukes and J. L. Norton, of Oklahoma City, Okla.

Anderson & Spilman, millers at Danville, Ky., have awarded the contract for the construction of an elevator in connection with their mill. It will have a capacity of 30,000 bushels, and will have a corn crib adjoining with a capacity of 3,000 barrels. Work will begin immediately.

William M. Cosby will erect a \$30,000 grain elevator at Birmingham, Ala., this summer. It will be constructed of reinforced steel and concrete and will have a capacity of 100,000 bushels. It will be equipped with 21 bins, belt conveyors and scales, electric power, and will have a capacity of 24 cars daily. It will cover ground space of 40 by 85 feet.

Milwaukee, as the entrepot of the greatest rye state of the Union, has become the first primary market in this country for rye, having handled 2,400,000 bus. in 1911. The product of the state in 1911 was 6,035,000 bus.

ASSOCIATIONS

Secretary S. W. Strong announces the following new members of the Illinois Association: Crane & McCullough, Rantoul; C. B. Spang, Georgetown.

A meeting of grain dealers and other business men was called at Fostoria on May 8 by Sec'y Riddle of Lima, to organize in that locality the boys' corn-growing contest.

Secretary G. J. Gibbs announces the following new members of the Texas Association: E. W. Harrison, Hereford; S. F. Nelson, Winnsboro; Wolfe City Milling Co., Wolfe City.

Secretary Courcier of the National Association announces that the Norfolk & Western Railroad has been selected by the directors as the official route for the occasion of the sixteenth annual convention of the Grain Dealers' National Association, to be held in Norfolk, Va., on October 1, 2 and 3.

Secretary E. J. Smiley of the Kansas Association says that a scale inspector and repair man will be put to work by the Association as soon as possible, and he advises that dealers examine the foundation and frame of their scales and if they are not sound and solid to replace the same when the expert is at their station, as he can do this work with the assistance of an ordinary man, who has carpenter or mason's tools, very quickly and give a satisfactory job, thus leaving the scale in good weighing condition.

Secretary Courcier announces that in addition to 44 members secured in April at Minneapolis, the following new members have been admitted to the National Association: Brecount, Wolcott & Co., Conover, Ohio; O. F. Furrow, Fletcher, Ohio; Henderson Elevator Co., Henderson, Ky.; Saunders-Westrand Elevator Co., Omaha; The Haynes Milling Co., Portland, Ind.; Jones & Sheets, Sidney, Ohio; J. E. Wells & Co., Sidney, Ohio; O. T. Rozell, Troy, Ohio; West Middleton Mill & Elevator Co., West Middleton, Ind.

PROGRAM OF ILLINOIS MEETING.

The following is the official program of the nineteenth annual convention of the Illinois Grain Dealers' Association, to be held at Peoria, on June 11 and 12, 1912, at the Jefferson Hotel:

Executive Committee—Louis Mueller, chairman, L. H. Murray, D. D. Hall, F. A. Arnold, J. A. Speers, Lee G. Metcalf, S. W. Strong.

Entertainment Committee—T. A. Grier, chairman, J. H. Ridge, G. M. Miles, H. H. Dewey, Arthur Clark, R. H. Hammell, G. H. McHugh, T. J. Prusley, L. C. Emerson.

Finance Committee—T. G. Jacobs, chairman, N. R. Moore, John Thode, J. S. Bocock.

Press Committee—T. C. Harker, chairman, E. S. McClure, J. Van Nuys, F. L. Wood, American Elevator & Grain Trade, Grain Dealers' Journal, National Hay & Grain Reporter.

All who are interested in the grain trade are cordially invited to attend the Convention.

PROGRAM.

TUESDAY, JUNE 11, 10:00 A. M.

Call to order by Lee G. Metcalf, President, of Illinois.

Song, "Illinois," by Chas. S. Burdick, of Peoria.

Invocation by Rev. S. P. Archer, of Peoria.

Address of Welcome for Peoria by E. N. Woodruff, Mayor.

Address of Welcome for Peoria Board of Trade by C. H. Feltman, president.

Response for the Association by W. L. Shellabarger of Decatur.

Reading of Minutes of Last Annual Meeting.

Secretary's Report by S. W. Strong of Urbana.

Treasurer's Report by H. I. Baldwin of Decatur.

Report Finance Committee by Victor Dewein, chairman, of Warrensburg.

Appointment of committee on resolutions and on nominations.

New Business.

JUNE 11, 1:30 P. M.

President's Address by Lee G. Metcalf of Illinois.

Reports of Committees:—

Arbitration, by H. A. Rumsey, chairman, of Chicago.

On Claims Department of the Association, by R. C. Baldwin, chairman, of Bloomington; and on Claims, by R. H. Mathis, of Prophetstown.

On Scale Department, by Clay Johnson, of Decatur, official scale inspector of the Association, and by U. G. Sinclair of Ashland and J. F. Umpleby of Pana.

"Moisture Test of Corn and its Value to the Country Shipper" by R. A. Russell of Decatur, G. W. Cole of Bushnell, and L. L. Harrison of Dwight.

Affiliation with the Grain Dealers' National Association, referred to the convention by the board of directors, at a meeting held in Decatur, Sept. 28, 1911.

Revision of the Constitution and By-Laws of the Association as per resolution adopted by the 18th

Annual Convention, by Lee G. Metcalf, chairman, and W. L. Shellabarger and S. W. Strong and Committee.

New Business.

WEDNESDAY, JUNE 12, 9:30 A. M.

"Interest Charges in Terminal Markets" by J. S. Coon of Rantoul and R. J. Railsback of Hopedale.

Crop Reports, by P. S. Goodman of Chicago, H. I. Baldwin of Decatur and A. M. Kirby of Latham.

The National Reserve Association by Robert W. Bonyngue of Chicago.

Crop Improvement, by Bert Ball, Secretary Crop Improvement Committee, Council of Exchanges, Chicago.

Car Supply, by E. M. Wayne, President Grain Dealers' National Association, of Delavan.

When corn is dried, should shipper be held for shrinkage?

Report of the resolutions committee.

Report of the nominations committee.

Election of officers.

New Business.

Entertainment.

ENTERTAINMENT.

The programme of entertainment will be as follows: On the afternoon of June 11, at 3 o'clock, an automobile ride for the ladies. This will include a visit to the Country Club, where refreshments will be served.

On the evening of June 11, from 8 o'clock until 12 o'clock, an informal smoker, with music, recitations, probably short speeches by members, etc., in the Gold Room of the Jefferson Hotel. This will be a very informal entertainment, for the purpose of getting together and having a general good time.

On the afternoon of the 12th, at 1:30 o'clock, a steamboat ride up the Illinois river. A luncheon will be served on the boat. The return will likely be made about 6:30 in order to suit the convenience of parties desiring to leave town that evening on the early trains.

HOTEL ARRANGEMENTS.

The following hotels have listed the rates given for the Convention of the Illinois Grain Dealers' Association:

Jefferson Hotel, European, with cafe, 225 rooms, \$1.50 to \$2.50, bath with each room.

Arion Hotel, European, with cafe, 52 rooms, \$1.00, cots 75c.

Endres Hotel, American, 31 rooms, \$1.50 to \$2.00, bath on each floor.

Lud Hotel, European, with cafe, 42 rooms, \$1.00, bath available to all.

Majestic Hotel, European, with cafe, 75 rooms, \$1.50 with bath, \$1.00 and 75c without.

Mayer Hotel, European, with cafe, 175 rooms, \$1.50 to \$2.00 with bath, \$1.00 to \$1.50 without bath.

Niagara Hotel, European, with cafe, 110 rooms, \$1.50 and upward with bath, \$1.00 and upward without bath.

Smith Hotel, American, 80 rooms, \$3.00 with bath, \$2.50 without bath.

Regis Hotel, European, with cafe, 100 rooms, \$1.50 with bath, \$1.00 to \$1.50 without, noontday dinner, 25c.

There are also the Fay Hotel and the Union Depot Hotel, rates not quoted.

MEETING AT LIMA.

One of the characteristically interesting meetings of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio was held at Lima on April 19 at the Elks' Home auditorium.

Sec'y Riddle, in his usual monthly report to those present, called attention to the carriers' tariffs disallowing refunds to dealers supplying grain doors; and a resolution of protest against the tariffs was adopted. He reported also that the system of car examination for leaks, etc., in vogue in many markets, for the benefit of shippers, be recommended to the Council of Grain Exchanges, with the request to that body to do what it can to make the practice universal.

The scale question was then taken up. After a paper on the subject by J. Carver Strong, describing the procedure of those associations now employing expert scale examiners and repairers, the Association discussed the subject exhaustively. The matter was disposed of by authorizing Sec'y Riddle to take a census of the trade within the jurisdiction of the Association to find how many would support a scale inspection.

An interesting feature of the meeting was the commendation by A. P. Sandles, secretary of the Ohio State Board of Agriculture, of Sec'y Riddle's plan of stimulating interest in better agriculture by inaugurating a boys' contest in corn growing, as previously announced in these columns. Mr. Sandles' address was on this project as its text and was on obvious lines. Following up this line of thought, D. R. Risser of Vaughnsville, whose name is already familiar to readers of this paper as both a progressive farmer and grain dealer in the very best sense, told the Association of his work with the seed corn tester at his elevator, which as an object lesson to farmers thereabouts resulted in the sale of eighteen testers. Mr. Risser had with him

at the meeting several guests, among them W. R. Evans, an active farmer; Dr. E. P. Lemley, F. E. Roberts, a general merchant; J. W. Edwards, a banker, and Wm. Marks, a retired farmer, whom he had induced to go to Lima with him on the theory that grain dealers must co-operate with the farmers and the local business interests, in order to dispose of that feeling of selfish distrust that aloofness of local business men and elevator men from farmers invariably engenders. Mr. Evans was the winner of a prize given last fall by Mr. Risser to the producer of the best ten ears of seed corn in his county. In a brief address Mr. Evans expressed his gratification with the interest taken by grain men in the better farming movement and at having been able to attend this meeting.

Various addresses were made for the "good of the order," and then an adjournment was taken for six o'clock dinner, given at the Elks' Home. After dinner there were more addresses by Sec'y Sandles and Bert Ball of the Crop Improvement Committee, after which the remainder of the evening was given over to a hilarious good time.

THOSE PRESENT.

The following is nearly a complete list of those present:

N. C. Webster, N. Milwaukee, Avery Scale Co.; J. C. Strong, Chicago; W. J. Heinold, Buffalo, with John G. Heinold; W. H. Slaybaugh, Luckey; E. E. McConnell, Lima, and J. J. Rammacher, Buffalo, of Eastern Grain Co.; Chas. Garmhausen, New Bremen; H. O. Barnt, Delphos; James G. McKillen, Buffalo, with Dudley M. Irwin; C. S. Young, Bowling Green; C. S. Behymer, Rockford; C. I. Foust, Spencerville; E. T. Custerborder, Sidney; Bert Ball, Chicago; H. L. Frisinger, Rockford; Geo. D. Woodman, Toledo, with Rosenbaum Bros.; J. D. Spangler, Farmers Grain Co., Defiance; J. W. Simmons, Pemberton; W. E. Geat, Defiance; D. R. Risser, Vaughnsville; Chas. W. Moog, Ney; J. E. Wells, Quincy; A. T. Ward, Lima; B. P. Camp, Bowling Green; J. W. Pierce, Leipsic, and F. P. Johnson, Cleveland, with Fairbanks, Morse & Co.; Wm. Green, Lima; J. S. Calkins, Jewell; C. B. Krohn, Grelton, with The Farmers Gr. & Seed Co.; E. A. Grubbs, Greenville; C. H. Ginn, Houston, with The Farmers Elev. Co.; R. F. Stephenson, Dawson; Ed. L. Odenweller, Ottoville; F. H. Oakes, Chicago, with Universal Portland Cement Co.; H. G. Staley, Dawson; Jacob Hauss, Wapakoneta; F. O. Brandt, Van Wert; A. L. Garman, Delphos; J. A. Edwards, Gomer; J. W. McMillen, Van Wert; T. G. Edwards, Gomer; A. C. Brown, St. Paris; D. W. McKillen, Van Wert; F. P. Edson, Van Wert; Frank Felger, Degraff; J. O. Harmon, Plymouth, Wis., with Advance Car Mover Co.; A. P. Sandles, Ottawa; W. H. Lambert, Delta; H. G. Pollock, Middlepoint; O. C. Robinson, Lima; A. Guitran, Toledo, with W. H. Morehouse & Co.; Merl L. Mericle, Lima; W. C. Long, Convoy; S. Kleiberger, Lima; A. S. Dickerson, Adrian; H. A. Parrott, Spencerville; M. J. Young, Sidney, with P. Smith Mfg. Co.; A. H. Clay, Spencerville, Parrott; W. T. Dolbey, Delphos; G. G. Milburn, Pittsburgh, with Standard Scale & Supply Co.; H. G. Bresler, West Cairo; E. C. Eikenbary, Camden; J. W. Melone, Fostoria; C. T. Wight, Sandusky, and W. R. McKee, Fostoria, with B. & O. R. R.; E. A. Browne, Columbus, with Ohio Scale & Rep. Co.; G. H. Baxter, Chicago, with Richardson Scale Co.; W. E. Gilfellen, Maplewood; O. W. Cook, Maplewood; A. C. Thomas, Cleveland, with Howe Scale Co.; John Vocke, Napoleon; Emil Levy, Napoleon; Jesse Lewis, St. Paris; H. W. Fish, Mansfield, Sec'y. Ohio Millers' State Ass'n.; S. M. Ratcliffe, Buffalo; C. G. Hilty and P. P. Steiner, Pandora; L. C. Allinger, Delphos; W. C. Poast and R. C. Defenbaugh, Columbus Grove; J. E. Wetherill, Spencerville; W. R. Evans, Columbus Grove; Louis Stiefel and Ben Levy, Ft. Wayne, Ind.; Joseph Ringlin, Leipsic; L. Southworth, Toledo, with Southworth & Co.; H. A. Holdridge, Lima; C. W. Franklin, Leipsic; J. A. D. Geidel, Pittsburgh, of D. G. Stewart & Geidel; L. W. Kattman, New Knoxville; B. F. Gayman, Columbus; J. C. Johnston, Lewis-town; James McDannell, Springfield, D. T. & I. Inspector; F. A. Burkhardt, Lima, Supt. O. E. Ry.; Clark C. Doughtey, Columbus, with Ohio State Board of Agriculture; A. M. Courtwright, Cecil; Chas. Ozias, Paulding; Allen Wheeler, Troy; W. T. McNutt, East Liverpool; C. C. Harlan, Paulding; Otto Lang, Delphos, and W. H. Knepper, Edon, in all 103.

COMING MEETINGS.

The annual meeting of the Oklahoma Grain Dealers' and Millers' Association will be held at the Skirvin Hotel, Oklahoma City, on May 21 and 22.

The annual meeting of the Texas Grain Dealers' Association will be held at Fort Worth on May 23 and 24.

Indiana Grain Dealers' Association, Indianapolis, June 14, 15.

Council of Grain Exchanges, Cedar Point, Ohio, June 17, 18.

Ohio Grain Dealers' Association, Cedar Point, Ohio, June 19 and 20.

National Association of Managers of Farmers' Co-operative Companies, Minneapolis, June 19, 20, 21.

American Seed Trade Association, Chicago, June 25, 26, 27.

The nineteenth annual convention of the National Hay Association will be held at Kansas City, Mo., on July 16, 17 and 18; headquarters, Coates House.

Grain Dealers' National Association, Norfolk, Va., October 1, 2, 3.

THE EXCHANGES

Chicago Board of Trade membership sold on April 19 at \$2,250 net the buyer.

Dan Daniel has been appointed grain inspector for the Little Rock Board of Trade.

The St. Louis Grain Club of the Merchants' Exchange has now a membership of 76.

The summer meeting of the Council of Exchanges will be held at Cedar Point, O., on June 18 and 19.

A portrait of ex-President A. F. Leonhardt of the New Orleans Board of Trade has been presented to that body.

The Omaha Grain Exchange on April 18 adopted memorial resolutions to Emil Brandeis, who went down with the Titanic.

Sec'y Geo. F. Stone of the Chicago Board of Trade has been seriously ill at his home at Evanston during the past fortnight.

The estate of Pitt Bros. & Co., Baltimore, who failed in November, 1911, with charges of forgery, will pay creditors 9½ per cent.

Graham-Martin Grain Co. on April 12 sold 2 cars No. 2 white corn for 85c, being the highest price for corn paid at St. Louis since 1870.

M. S. Donovan has succeeded F. W. Waring as secretary of the Detroit Board of Trade. Mr. Donovan was formerly with the M. C. R. R. at Detroit.

The St. Louis Merchants' Exchange Department of Weights has discontinued issuing weight certificates for grain and hay weighed on team track scales.

The members of the St. Louis Merchants' Exchange in April sent over \$2,000 to the flood sufferers to be distributed through the Missouri Red Cross Society.

The Twenty-first Annual Report of the directors of the Philadelphia Bourse, submitted to the shareholders on May 14, was quite a satisfactory showing in every way.

The Commercial Exchange is a member of the new Harbor League of Philadelphia, the purpose of which is to hasten the deepening and improvement of the Delaware River harbor.

A portrait of the late Sec'y G. H. Morgan was hung on the exchange hall of the St. Louis Merchants' Exchange, temporarily. Its permanent place will be in the secretary's office.

The directors of the Louisville Board of Trade on May 1 listened to addresses on the subject of Panama Canal tolls but took no formal action. It is reported, however, that the local sentiment favors discriminative tolls in favor of American shipping, Uncle Sam having footed the bill of expense for construction.

The Fifty-fourth Annual Report of the Chamber of Commerce of Milwaukee, compiled by Secretary H. A. Plumb, for the year 1911, has been published. It is a complete and well arranged exhibit both of the affairs in detail of the Chamber as a grain market and also of the commerce and trade of the city in general.

The St. Louis Merchants' Exchange, having rejected the proposition to create a "smoking room" for visitors, now admits the latter by the same formalities as prevail at Chicago, members' guests being introduced by use of members' cards, the visitors' names being registered by the secretary and not in an open register.

The editor acknowledges receipt of the "Annual Statement of the Trade and Commerce of St. Louis" for the year 1911, reported to the St. Louis Merchants' Exchange, compiled and edited by Eugene Smith, Secretary. As the reader may remember, this "Statement" is not solely a report of the business of the Exchange as a grain market, but includes a review of the entire commerce of the city of St. Louis; and is therefore a most valuable commercial document of permanent worth.

On complaint of R. S. Patterson of Wilkes-Barre, Pa., U. S. Dist. Att'y O'Brien at Buffalo has made an examination of the methods of the Buffalo Corn Exchange, covering several months with the work, and on May 3 made public his opinion that there are no grounds upon which an action for violation of the interstate commerce laws in restraint of trade can be brought against the Exchange, and has so notified the Attorney General at Washington. The matter was first taken before the November grand jury, and a number of officers and members of the Buffalo Corn Exchange were subpoenaed to appear before that body. The records also of the Exchange which had any bearing on transactions with Patterson were submitted to the grand jury for perusal and study. "We conducted a long and thorough investigation," said Mr. O'Brien, "and have come to the conclusion that the Buffalo Corn Exchange has acted entirely within its rights in this matter. All the acts of the Buffalo Corn Exchange came up as matters of business on the Exchange floor and were not incidents which had any effect on interstate commerce." Mr. Patterson's civil action to re-

cover \$150,000 still is pending and will come up at the May term for trial.

NEW YORK NOMINATIONS.

The nominating committee for regular candidates, New York Produce Exchange, has named the following: President, John Aspegren; vice-president, J. W. Warner; treasurer, E. C. Rice; managers (two years), Arthur Dyer, Walter B. Pollock, E. G. Broenniman, A. M. Pentz, E. T. Cushing and Jerome Lewine.

NEW EXCHANGE RULES.

The directors of the Chicago Board of Trade, at their meeting on April 23, 1912, adopted the following regulation:

"No member of this association shall, by messenger, signals, telephone, telegraph, or any other means whatsoever, convey or transmit continuously the market quotations from the exchange floor to any person, firm, or corporation located off said exchange floor; and any member violating this regulation shall be deemed guilty of dishonorable conduct and subject to the penalty provided therefor in the rules and bylaws of this association."

SAN FRANCISCO REGULAR HOUSES.

The San Francisco Grain Trade Association of the Chamber of Commerce has designated the following to be regular warehouses for the delivery of No. 1 northern grain sold on the trade: Albers Bros. Milling Co., Portland; North Pac. Ry. Co. Terminal, Seattle; Sperry Flour Co., Tacoma; Albers Bros. Milling Co., Seattle; Balfour, Guthrie & Co., Mersey and Oceanic, Portland; Kerr, Gifford & Co., Columbia docks, Portland; Tri-State Terminal, W. H. Co., Allen & Lewis, Portland; California & Oregon Grain & Elevator Co., Portland; Pacific Elevator Co., Portland; Balfour dock warehouse, Tacoma; Guthrie dock warehouse, Tacoma; Balfour, Guthrie & Co., Smith cove elevator, Seattle.

BUFFALO CORN EXCHANGE.

The following have been elected directors of the Buffalo Corn Exchange: W. J. Heinold, James G. McKillen, H. T. Burns (succeeding H. D. Waters), L. S. Churchill and G. F. Booth, whose terms of office had expired. Mr. Heinold was elected over Mr. Booth, who was nominated for re-election. The other two retiring directors, Mr. Walters and Mr. Churchill, were not renominated, and their successors, Mr. McKillen and Mr. Burns, were elected by a unanimous vote. The new directors all are prominent in the grain receiving and shipping business at Buffalo.

The directors have elected the following officers: President, Chas. Kennedy; vice-president, Geo. Urban; treasurer, Wm. J. Heinold; secretary, Fred E. Pond.

FORT WORTH ELECTION.

At the annual meeting of the Fort Worth Grain and Cotton Exchange in April officers were elected to serve during the coming year as follows: President, Thos. G. Moore; vice-president, Thos. B. Owens; secretary E. B. Wooten (third term); treasurer, W. W. Manning. Directors: T. G. Moore, T. B. Owens, W. W. Manning, W. B. Stowers and Paul Crusemann.

The new president is the junior partner of the grain firm of the Dazey-Moore Grain Co. Mr. Owens is the head of the cotton firm of Thos. B. Owens & Co. The directors chosen represent grain and cotton firms. Mr. Manning is with the Terminal Grain Co., Mr. Crusemann with Hannay, Freriches & Co., cotton factors, and Mr. Stowers represents a grain company of which he is the head.

PRODUCE EXCHANGE BANQUET POSTPONED.

In view of the tremendous disaster to the Titanic, the committee (Vice President John Aspegren, chairman) having in charge the banquet to commemorate the fiftieth anniversary of the founding the New York Produce Exchange on April 18, decided without a dissenting voice to postpone that function. The following resolution also was adopted:

"Whereas, in view of the disaster to the steamship Titanic, a calamity which has touched the hearts of the whole country, and inasmuch as Friday, April 19, the day on which the members of the New York Produce Exchange intended to celebrate their fiftieth anniversary, will probably be marked by the arrival of survivors of this disaster,

"Be it resolved, That the banquet set for the evening of April 19 be postponed."

President Carhart said afterward: "This is a season of mourning and not of merrymaking. The Produce Exchange has always been the home of the steamship trade of the port of New York, and it would be unseemly for it to indulge in a festive occasion when the hearts of its members are moved with sorrow, as they are at this time. There is no more appropriate way at this time to show our respect for the dead and our sympathy for the living than by omitting our festivities for the time being."

The following officials of the International Mer-

cantile Marine Company, owner of the Titanic, are members of the Produce Exchange: J. Bruce Ismay, James T. Archer, John N. English, A. C. Fetterolf, P. A. S. Franklin, W. D. Hamilton, William J. Love, Franklin A. Ryan, Harold A. Sanderson and E. I. Wright. Several other members of the Exchange had relatives or friends who were lost with the vessel.

The banquet will take place on May 15 at the Hotel Astor.

NASHVILLE GRAIN EXCHANGE.

At the annual election of the Nashville Grain Exchange held in April, E. M. Kelly, president of the Liberty Mills and also president of the Southeastern Millers' Association, was unanimously elected president of this Exchange. C. E. Rose was elected vice-president, R. W. Hale second vice-president and W. R. Cornelius, Jr., secretary and treasurer.

The following directors were also elected for the ensuing twelve months: E. M. Kelly, chairman; A. C. Harsh, of Alex C. Harsh & Co.; C. D. Jones, of C. D. Jones & Co.; F. E. Gillette, of Gillette Grain Co.; R. H. McClelland, of J. H. Wilkes & Co.; R. H. Worke, of R. H. Worke & Co.; and W. R. Cornelius, Jr., of Cornelius, Newbill & Co.

Secretary Cornelius adds: "The Nashville Roller Mills have been admitted to membership during the year and one or two names have been dropped from the roll. Everything is in good shape, and considerable enthusiasm has been aroused in the organization and we look for good work the coming year."

MILWAUKEE COMMITTEES.

Following are the general standing committees of the Milwaukee Chamber of Commerce for 1912-13: Supervisors of Grain Inspection and Weighing—H. H. Peterson, D. G. Owen, A. K. Taylor, Emil Liesenberg, H. M. Stratton.

Supervisors of Flour Inspection—J. J. Brook, Julius Zahn, C. E. Dingwall, W. D. Anderson, Phillip Orth.

Supervisors of Inspection of Provisions—Alfred Dawson, Patrick Cudahy, J. L. Daly, John Elser, H. C. Carr.

Committee on Arbitration of Grass and Clover Seeds—L. L. Runkel, W. A. Hottensen, S. G. Courteen, L. Teweles, G. C. Holstein.

Committee on Weather Reports—John Buerger, C. C. Joys, A. L. Kern.

Committee on Call Board—L. R. Fyfe, C. F. Glavin, A. R. Taylor, C. A. Krause, W. E. Schroeder.

President Bishop has appointed as the Committee on Membership the following:

J. A. Mander, J. J. Crandall, L. R. Fyfe, C. B. Pierce, L. L. Runkel.

CHANGES IN EXCHANGE MEMBERSHIP.

Baltimore.—Sec'y Hessong reports that John L. Hayes, commercial freight agent, Baltimore & Ohio R. R. Co., has been elected a member of the Baltimore Chamber of Commerce.

Chicago.—Sec'y Stone reports the following changes in membership of the Chicago Board of Trade in April: New members—Carl B. Mueller, Henry Crosman, Jas. H. Milne, Harry F. Shepherdson, Albert C. Field, J. Murdock Dennis, Herbert A. Boughn, L. P. Nellis, Edwin J. Kule, Jr. Transferred—Herman Mueller, Harry L. Howell, W. W. Tracy, Wm. Borner, R. D. Covington, Lee W. Pardridge, Ellwood T. Roberts, Edwin N. Cook, David C. Schnell.

Cincinnati.—Supt. Culkens reports the following new members of the Cincinnati Chamber of Commerce, elected May 7, 1912: Harry E. Hughes, grain, Hughes, Ohio; E. R. Bryson, commission, 28 W. Court St.; Samuel E. E. Stueve, Dominick & Dominick, bankers and brokers, 333 Walnut St.; Allie Crist, farmer, Seven Mile, Butler Co., Ohio; and Arnold Kiewit, miller, Harrison, Ohio.

Duluth.—Secretary Macdonald reports that Leo J. Teske of Duluth was admitted to membership on the Board of Trade in April and that C. K. Templeton withdrew.

Kansas City.—Sec'y Biglow reports that J. K. Christopher has been admitted to membership in the Kansas City Board of Trade on transfer from G. W. Lincoln.

Milwaukee.—Secretary Plumb reports the following changes in membership in the Milwaukee Chamber of Commerce during the month of April, 1911: New Members—J. H. Wussow, Reinhardt Rahr, Henry Rang, Henry Mulberger, Arthur Zubke, H. E. McEachron, Wm. P. Walsh. Transferred Memberships—C. J. L. Buetow, J. H. Crombie, Frank A. Wells.

Minneapolis.—H. W. Moore, statistician of the Minneapolis Chamber of Commerce, reports that W. G. Gooding has been admitted to membership in that body.

Peoria.—Sec'y Lofgren reports the transfer of the membership in the Board of Trade of S. C. Bartlett to J. C. Miles of P. B. & C. C. Miles.

St. Louis.—Secretary Smith reports the following members have disposed of their certificates of membership in the St. Louis Merchants' Exchange during the month of April: Ashley Cabell, Elias S.

Gatch, Patrick Mulcahey, A. M. Eddy, P. J. Mullin, P. A. Stephens, Bernard Baer, Alexander Hamilton and E. W. Mueller.

Wichita.—J. B. Hupp, third vice-president of the Kansas Flour Mills Co., and W. J. Anderson of the Anderson Grain Co., have taken out memberships in the Wichita Board of Trade.—Local Paper.

CONTRACT GRADES AT WINNIPEG.

At a meeting of the Winnipeg Grain Exchange Council on May 2 a resolution was passed altering the contract grades of grain as fixed by the council on Jan. 5, 1912. The grades for oats and flax now read as follows:

"Resolved, That No. 2 Canadian western oats be the contract grade of oats for the season 1912-13, with the privilege of delivering on contracts extra No. 1 feed oats at a discount of 4c per bu.

"Resolved, That No. 1 northwestern Canada flaxseed be the contract grade of flaxseed for the season of 1912-13, with the privilege of delivering on contracts No. 2 Canada western flaxseed at a discount of 2c per bu."

These alterations under the by-laws take effect 30 days from the date of the posting of the resolutions. The wording of these grades is now in accordance with the alterations recently made by the Canadian Parliament.

CINCINNATI GRAIN EXCHANGE.

The Cincinnati Grain and Hay Exchange has been organized, and elected officers (presumably) last night, May 14. The organization is formed under a provision recently made by the directors of the Chamber for such independent trade organizations as subsidiaries, and it will have a complete trade autonomy in the making of rules and regulations for the grain and hay trades, subject, however, to approval by the directors of the Chamber itself.

These rules and regulations have been put into the hands of probable members. They provide for a governing board of seven directors, who were to be elected, together with a president, vice president, secretary and treasurer, on the second Tuesday in May.

Membership in the association is open to all members of the Cincinnati Chamber of Commerce who are actively engaged in the grain and hay industry and who are recommended by at least two members of the Hay and Grain Exchange and approved by not less than five members of the board of directors. Committees on membership, promotion of business, trade rules, entertainment and transportation will be appointed by the president immediately after his election.

SPECULATION AND PRICES.

The general public undoubtedly looks upon speculation with suspicion and disapproval. The opinion is widespread that speculation makes prices high, and also causes fluctuations of values. This belief is one of those popular fallacies which abound in the field of economic discussion.

It is generally recognized by economists that speculation performs a useful function in this economy of production and distribution. The speculator helps to relieve the producer of the risk of undeserved losses through fluctuations of price. Before the development of modern speculation, as organized and conducted in the various exchanges, producers were obliged to bear a large amount of risk, on account of the liability of price fluctuations during the interval between the beginning of the operations of production and the final sale of the products. This risk has been concentrated under speculation and assumed by a specialized class of risk-takers. Speculation, if intelligently carried on, contributes to equalize supply and demand, thus diminishing price fluctuations, says a writer in the Boston Transcript.

Wherever demand at certain periods exceeds the supply and the element of time enters into the adjustment of supply and demand, speculation always arises. The speculator helps to effect the inevitable adjustment of a short supply to a heavy demand. Even the much abused speculator in theater tickets, football tickets, and the like, performs a service in helping to apportion a short supply to meet a heavy demand. His intervention prevents first-comers and cheap buyers from getting the entire supply of tickets, and turns a part of the supply over to persons who are willing to pay a higher price and presumably have a stronger claim to the privilege conferred by a ticket.

In case of non-perishable commodities, such as cotton and wheat, the adjustment of supply to demand throughout the year is effected by the exchanges for dealing in such commodities. The institution of cold storage has made this equalizing process possible also in the case of perishable commodities such as eggs and butter. The function of speculation in effecting this equalization of supply and demand has been stated with admirable clearness by Professor F. W. Taussig of Harvard University, in his recently published "Principles of Economics":

"The fundamental effect of speculation is to pro-

mote the establishment of the equilibrium of supply and demand. It tends to make daily market prices conform to the seasonal market price, and to make the seasonal market price such that the whole seasonal supply is disposed of. Those who are skillful and painstaking in estimating the seasonal supply and are shrewd and experienced in foreseeing the effect of a given supply on price are the persons who are likely to make money in speculation. They buy when others offer at a price lower than the facts of the market warrant; they sell when others bid at a price higher than the facts warrant. The more the dealings of the market are confined to buying and selling between such shrewd and experienced dealers the more likely is it that the seasonal price will be quickly and smoothly reached, and the less will be the fluctuations in price. With the inevitable uncertainties as to the amounts of the forthcoming supplies and the conditions of consumption and demand, there will always be differences of judgment between even the most expert dealers. There will be fluctuations in price, some ups and downs, some unexpected gains and losses—'speculative' profits or losses. But the general effect of speculation is to lessen fluctuations and promote the smooth course of exchange and consumption."

In short, the influence of speculation is to lessen fluctuations in price and promote the expedient rate of consumption. This is its tendency under the modern conditions of wide markets, full information, active competition. "The development of cold storage in recent times," declares Professor Taussig, "has led to precisely this sort of even distribution of supply under the influence of dealings that are essentially speculative. Fruit, meat, fish, eggs, no longer come on the market in spasmodic and irregular amounts. Supplies that are heavy at one time are bought by dealers, put in storage and held for sale at a later period of scantier supply. Prices are more equable, and on the whole the profits of the dealers are probably less. There is less risk to them, and the community gets its supplies at a smaller charge for their services as middlemen."

But while speculation thus performs a useful function, it opens the way to abuses. In other words, there is legitimate and there is illegitimate speculation. The former consists in forecasting the market and operating to take advantage of the conditions thus anticipated. Legitimate speculation is beneficial to the industrial community—not merely profitable to the individual speculator. Illegitimate speculation, on the other hand, consists in attempting to manipulate the market and exploit the conditions artificially created by the speculator. When the speculator, instead of endeavoring to anticipate the natural movement of the market, goes farther and undertakes to influence the course of prices by cornering supplies, his operations become illegitimate. Such speculation may bring profit to the individual operator, but it causes disturbance and injury to the industrial community.

The application of remedies for abuses in connection with speculation is extremely difficult. The legitimate and the illegitimate transactions in this field are indistinguishable in form. So far as market manipulation and food corners is concerned, there is already in Massachusetts a law which offers at least partial remedy for such abuses, in the form of a publicity cure. This is chapter 503 of the acts of 1911, entitled "An act to regulate the manufacture, production, transportation and sale of articles or commodities in common use." This act provides that upon complaint filed in the Supreme Judicial Court or the Superior Court, alleging the existence of an agreement by arrangement of any kind to monopolize an article of common use or to restrain competition in any such article, or to enhance its price unduly, the courts shall hear the complainant and witnesses, and if it appears that such arrangement actually exists the court at a hearing of the parties concerned shall appoint a master to take evidence upon the complaint. The latter shall hold a hearing and file his report within thirty days after it is closed. The report if affirmed by the court shall then be transmitted to the attorney general, who shall forthwith cause such further proceedings, either civil or criminal, to be instituted as the report may warrant. This act furnishes for persons who may have cognizance of speculative manipulation of the prices of food products a method of procedure by which the facts may be judicially determined and prosecution may be instituted by the law department of the Commonwealth. The existing law seems sufficient to afford reasonable protection to the consuming public against harmful speculation in food products.

H. J. Maxfield, immigration commissioner of Minnesota, at a luncheon of the Association of Commerce of Minneapolis, said that of throughout that state a system of scientific cultivation were adopted, the state's annual crop of farm products would amount to \$2,000,000,000, or four times the present figure. Sixty per cent of Minnesota's lands are lying idle, he said. If the remainder were used, even with present methods, the annual production would be \$1,200,000,000 instead of \$500,000,000.

COMMISSION

The Glavin Grain Company of Milwaukee, Wis., has filed a notice of dissolution.

Notice of dissolution has been filed of the Pueblo Grain and Stock Brokerage Co. of Pueblo, Colo.

Paul Gano has sold his grain elevator at Partidge, Kan., and opened a grain office at Hutchinson, Kan.

Claude A. Morton of the grain firm of Morton & Co. of St. Louis, Mo., is taking a vacation in company with his wife, on the Pacific Coast.

The Moore Grain Company of Kansas City, Mo., has filed an amendment to its charter, changing the name to the Moore-Seaver Grain Company.

The Lewis-Sirnas-Jones Co., barley dealers of San Francisco, Cal., are making arrangements to open a branch on the New York Produce Exchange.

The Moffatt Commission Company of Kansas City, Mo., has opened an office in Wichita, Kan., to deal in grain. Paul Noble will have charge of the office.

M. T. Dillen has severed his connection with the Cary-Jackson Grain Co. of Indianapolis, Ind., and will open a grain brokerage office in Frankfort for the new crop.

Harry F. Todd, recently president and manager of the Sawers' Grain Co., Chicago, has left that company to take charge of the cash grain department of Lamson Bros. & Co.

The Morton Grain and Hay Co., of which N. Morton is at the head, recently removed from Pittsburgh, Pa., to Columbus, Ohio, and is now established at 214 Hartmann Building, Columbus.

The Sorenson Grain Company of Minneapolis, Minn., has been incorporated with a capital stock of \$50,000 to deal in grain. H. B. Haroldson, C. C. Colton and A. J. Macdonald of Duluth are the incorporators.

The grain business of Ulrichs & Hibert of New York city has been dissolved by mutual consent and will be continued by Fred L. Hibert, Charles B. Ulrichs retiring in order to enter a manufacturing business.

Finley Barrel & Co. of Chicago and New York have established a branch office in the Hollenden Arcade at Cleveland, Ohio. It will be under the management of Forrest A. Graves, recently with Caleb L. McKee & Co.

W. K. Mitchell, manager, and John H. Ashkum of the grain department of Walter Fitch & Co. of Chicago have been admitted to membership in the firm. The members of the firm are now Walter Fitch, Leeds Mitchell, W. K. Mitchell and John Ashkum.

I. P. Rumsey, head of the firm of Rumsey & Company of Chicago, returned to Chicago the middle of May after a three months' sojourn on the Pacific coast. Mr. Rumsey was accompanied by his wife and daughter and spent the greater part of the time at Coronado.

The grain department of the Corn Products Co. of Chicago, of which Frank G. Coe is manager, was removed on May 1 from the Heyworth Building on Madison street to room 37, Board of Trade Building. All the other departments of the company remain at the old address in the Heyworth Building.

The May calendar and post card saleslady of Rosenbaum Brothers, Chicago, presents the picture of a handsome young woman listening to the song of a sea shell which she holds to her ear. She says: "We do not sell sea shells, but I can tell from the swell in the shell, how we sell—grain."

C. A. Burks & Co., of Decatur, Ill., has opened a brokerage and commission office at Detroit, Mich. Mr. C. A. Burks has been elected a member of the Detroit Board of Trade and will have charge of the Detroit office. R. O. Augur, who has been for years one of the leading brokerage men of Decatur, has accepted the position of manager of the Decatur office. C. A. Burks was engaged in the grain business in Detroit about eight years ago. As an elevator broker and grain merchant he is one of the best known and posted men in Illinois. His friends in the trade will wish him success in the Eastern market.

H. S. Grimes, the leading citizen of Portsmouth, Ohio, as well as a prominent grain merchant of that city, was given a royal welcome to his home city the latter part of April on the occasion of his return from a visit and sojourn on the Pacific coast. The welcome took the form of a banquet tendered him at the Washington Hotel by the foremost business and professional men of Portsmouth. Almost a hundred men of the city were present and Mr. Grimes was made to feel in no uncertain way, in the toasts of the speakers, that the city appreciated him as a citizen for what he had done to add to the commercial life and prosperity of the city. Mr. Grimes during his long career has served also the grain trade in many ways, looking always to its improvement and betterment, and we would say of him as was said by one of the speakers at the banquet, "May his sun never set."

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

NEW GLEANERS' ELEVATOR.

Editor American Elevator and Grain Trade: The Ithaca Gleaners' Farmers' Elevator Co. has been organized here with 515 stockholders and over \$30,000 subscribed. They are making preparations to build.

Yours very truly,
Ithaca, Mich. W. E. GREENE, Mgr.

SLIGHT CORRECTION.

Editor American Elevator and Grain Trade: I notice you have addressed your letter to us as "Walberg Elevator Co." For your information would say that this name is not correct. This company, of which I am the principal stockholder and which has a Dominion charter, is "The Walbridge Elevator Co., Ltd.," incorporated with \$50,000 capital stock. It has a line of six elevators with a total capacity of 200,000 bushels.

We also have a buying and selling, or commission, company which is the "E. M. Walbridge Grain Co.," both companies' headquarters being here at Calgary.

Yours truly,
Calgary, Alta. E. J. WALBRIDGE.

CROP OUTLOOK.

Editor American Elevator and Grain Trade: The crop outlook here is good—never better for this time of the year. The wheat acreage is about the same as last year, barley about 100 per cent more, and oats 50 per cent more than last year. The flax acreage will be five times as much as last year.

Wheat, oats and most of the barley is seeded and a large percentage of the flax is in. On account of the early spring the farmers will be able to seed a lot of flax, as they can seed flax up to the 10th of June.

Yours truly,
Thief River Falls, Minn. G. K. TEMANSON.

CROP LETTER.

Editor American Elevator and Grain Trade: During the past week cool weather has prevailed over the Northwest and general rains have fallen throughout Minnesota, North and South Dakota. On account of recent rains wheat seeding in North Dakota received a material check, and if delayed much longer the prospects as to acreage which existed a week or ten days ago will be very materially affected. Many farmers will be unable to sow wheat and will be obliged to put in barley and oats, or perhaps flax, in its place.

It must be borne in mind, however, that while the recent rains have delayed seeding, the cool weather has been of great benefit to grain already in the ground, causing it to make very heavy root growth.

Small grain seeding in Southwestern Minnesota is now completed and farmers throughout Southern Minnesota and South Dakota are preparing the ground for corn and flax, but as yet no flax or corn has been put in.

The abundance of moisture this spring has put the pasture lands of Minnesota, North and South Dakota in the very best possible condition and there is little danger of a repetition of last year's conditions in any locality as to a shortage of forage for stock.

Very truly yours,

THE VAN DUSEN-HARRINGTON CO.
Minneapolis, May 8.

[Special Correspondence.]

TOLEDO AND OHIO GRAIN NEWS.

BY E. F. BAKER.

Reports on Ohio growing wheat are extremely bad. While there has been some progress made by fields where the stand justified farmers in not plowing up the ground, there has been a large part of the crop turned over and other crops, mostly oats and corn, are being planted. The oats acreage is unusually large as a result and corn will probably be somewhat above normal in point of area. Discouraging reports concerning the clover prospect are also numerous; and it is evident that the prospect is not of the brightest. Farmers are steadfastly hanging on to what little wheat they have left and millers nearly all over the state are finding more or less difficulty in securing what they need. Many have been forced into the larger markets, and Toledo has done a lively business for some days as a result. Shipments of the past week have amounted to 129,900 bushels. Local wheat stocks decreased last week materially, to a total of about half a million bushels, but several large cargoes which came in this week boosted them to nearly 600,000 bushels. The total receipts this week aggregated 398,000 bushels. The cash wheat market closed here today at \$1.21; May same; July \$1.19½; Sept. \$1.18½, and December at \$1.21¼.

Just a fair business is being done in corn here for

this season of the year. Farmers appear disposed to sell corn more freely and hold their wheat. There is still considerable corn in first hands, and country elevators have a small supply. Corn qualities show some improvement but still are far from the best. Out of 53 cars that came in this week, 18 graded No. 3, 18 No. 4, and 17 cars sample. Total receipts of the week were 61,700 bushels as against shipments of 22,100 bushels. There is in public stock approximately 140,000 bushels, of which practically none is contract. Numerous seed corn tests show that the germinating qualities are not of the best; and it is thought possible that sparse stands may result. Cash and May corn is quoted at 81½ and December at 65¼c.

The Ohio crop report makes the oats acreage 128 per cent as compared with a year ago, when the crop turned out 54,570,000 bushels. Growing oats presents a splendid prospect and it is probable the yield will be a record breaker for this state. There is not a large amount in first hands and more than usual was required for seeding purposes, and the recent movement has been light in this market. Total receipts this week were 21,000 bushels, and shipments aggregated 17,100 bushels. There is but little in store estimates of public stocks, placing the amount at about 30,000 bushels. Cash and May oats are quoted at 60¼c, July 56¼c, and Sept. 45¼c.

Farmers of northwestern Ohio are at this time passing through a hay famine, and for a month past have been regular patrons of the city hay dealers. They are paying as high as \$31 and \$32 per ton for the same hay which earlier in the season they sold for considerably less money. Loose hay is being sold among farmers at about \$25 per ton. Corn fodder, squash, chopped straw mixed with other ground feed and various other substitutes are being used for hay.

Crop improvement societies are being organized in various Ohio counties with a view to stimulating and encouraging boys to enter a corn growing contest with a trip to Washington as the prize for the best effort. It is hoped by this means that the youngsters may give their fathers a few pointers on raising good corn, and that as a result the general crop may be improved.

The testing of seed corn, the preparation of the soil and the general culture of the crop, were topics of discussion by a corps of agricultural experts which last week made a tour over the C. H. & D. Railway through northwestern Ohio. These lecturing tours which for several years have been in vogue have resulted in great benefit to all connected with grain growing.

A new grain elevator company has been organized at Rising Sun, Ohio, and at a recent meeting elected the following officers: President A. J. Day; vice-president, George Raush; secretary, J. C. Yoder; treasurer, W. M. Myers. The concern is a co-operative one and many of the most prominent farmers of that section have taken stock.

The city of Toledo is gradually disposing of horses and replacing them with motor trucks as a matter of economy. At the rate the work has been going on recently it will be but a short time until there will be but few horses retained. High prices of grain and feed are given as the reason. "If I had my way I would take every horse out of the street department as a matter of economy," said Service Director Cowell. "Oats cost 68 cents a bushel, and hay \$32 a ton. If we buy trucks we can save the cost in two years."

David Anderson and Cyrus Coup attended the recent Ohio miller's convention at Columbus. A very interesting and profitable meeting is reported.

C. A. King & Co. received two cargoes of choice soft winter red wheat this week from Chicago and Milwaukee. One of 150,000 bushels landed at the National Milling Co.'s dock, and the other of 125,000 bushels unloaded at the East Side Iron Elevator docks. Several other cargoes are expected in the near future.

A. B. Teatsworth, one of the oldest millers in Ohio, died recently at his home in Findlay, Ohio. His father was the first miller in Hancock county. He is survived by a wife and one son. He was eighty years old.

Toledo, May 13.

The Seattle Grain Co. has torn down the old houses at Mohler, Wash., and is moving the warehouse from Morocco, Wash., to the same site.

Milliken, Colo., reports the shipment from that place of five carloads of alfalfa to Lynchburg, Va., the "home of plug tobacco." Any connection or just a coincidence?

In the action of the State of Arkansas against the St. L., I. M. & S. R. R. Co., the latter being charged with violation of its charter rights in leasing certain property to the Munn Corn Products Co., a decree was ordered on May 7 by Chancellor in favor of the defendant company, the court holding that the company had the right to lease its property in the manner opposed by the complaint. The complaint alleged discrimination against other shippers.

FIRES-CASUALTIES

The elevator at Dawson, Iowa, was wrecked by a cyclone, May 4.

The elevator of Donahue Brothers, Orlando, Okla., sustained a small loss by fire May 3.

The coal sheds of the Farmers' Elevator at Goodwin, S. D., were demolished in a cyclone, May 4.

Lightning struck the grain elevator at Angola, Ind., recently and damaged the roof in several places.

The elevator of the Alfred Weston Co., Kansas City, Kan., was burned to the ground May 6 causing a total loss of \$50,000.

Goodrich Brothers suffered a bad tornado loss recently when their elevator at Malden, Ind., was badly damaged by the high wind.

The Copemish Elevator, Copemish, Mich., was destroyed by fire, starting from spontaneous combustion, April 30. The loss is about \$12,000.

F. J. Taylor & Co., Creston, Iowa, lost several hundred bales of hay in a fire recently. The loss to Taylor & Co. is estimated at \$600, with some insurance.

A grain elevator at Bison, Kan., owned by the Bison Mill & Elevator Co., was destroyed in the recent tornado of April 20. The town was almost wiped off the map.

The elevator of the Canadian Elevator Co., Yorkton, Sask., was destroyed by fire April 19, with a loss of \$20,000. About 15,000 bushels of wheat and oats were in store.

Fire of unknown origin destroyed the warehouse and storage of the R. E. Smith Grain Co., Fayetteville, Tenn., May 2. The loss is estimated at \$20,000, with \$10,000 insurance.

The mill and elevator of George W. Weirather at Bushnell, Ill., was burned to the ground, May 2. The loss was \$9,000 with \$4,500 insurance. The fire is thought to have been set by tramps.

The Security Elevator at Gibbon, Minn., caught fire April 20 and a large loss was narrowly averted. The fire started in the cupola from a hot journal and the upper part of the elevator was soon in flames. The firemen had little difficulty in putting it out.

The building and stock of the S. D. Viets Hay & Grain Co., Springfield, Mass., was destroyed by fire April 29, causing a loss of \$25,000. It is thought that the fire was started by tramps who crawled into a car of hay on the track beside the warehouse.

Fire originating in a grain bin in the drying room of the elevator owned by the G. R. Gee Grain Co., Minneapolis, Minn., damaged the house to the extent of \$2,000. The interior of the drying room was badly damaged and part of the third floor and roof were burned away.

A large tower which was being erected on the plant of the Goemann Grain Co., Mansfield, Ohio, was blown down by a high wind April 26. The tower was 75 feet high, and as it was not yet fully anchored the wind broke the guy wires. The tower was demolished. The damage is estimated at about \$600.

Fire started in the hay and grain store of John J. Lappin & Co., Union Wharf, Portland, Me., and caused \$25,000 damage to the wharf, stores and shipping. Practically the entire loss was sustained by the Lappin Co., as the other losses did not amount to more than \$5,000. The building was filled with hay and straw.

The Imperial and Great Western elevators at St. Louis Park, near Minneapolis, Minn., were threatened with destruction by fire recently, when sparks from an engine set fire to a rubbish heap near by. Several freight cars on the tracks by the elevators were burned, but the firemen prevented the elevators from being destroyed.

The elevator of the Milwaukee Railroad at Mankato, Minn., leased to the Cargill Elevator Co., was burned to the ground April 15 with a loss of \$4,000. The elevator had not been in use for a couple of years. The cause of the fire is unknown. The building will not be rebuilt, at least on the same site, as the city of Mankato proposes to open a street through the site.

The elevator of the Dow Stores Co., Brooklyn, N. Y., located on a pier on the East River, was damaged by fire the latter part of April. The entire pier was destroyed and the Dow Stores Co. lost about \$100,000. Another grain elevator of the company on the end of the pier was destroyed and the machinery for operating the house was ruined. The cause of the fire is unknown.

The hay barns of L. S. Strough & Son and S. A. Devendorf of Lafargeville, N. Y., were totally destroyed by fire the early part of May, causing the loss of over 6,000 bales of hay. The hay of Strough & Son caught fire and 3,000 bales were destroyed and the fire soon spread to the other barn, which contained 5,000 bales. The hay in the Devendorf

barns had been bought by the Van Orden Hay Co. of Pompton Lakes, N. J.

The elevator of Denhart & Alguire, at Bushnell, S. D., suffered a small loss by lightning May 2.

The Empire Elevator at Wilmot, S. D., caught fire April 23 and was burned to the ground. The firemen did not attempt to save the building, but confined their efforts to saving the adjoining property.

McCall & Webster's elevator at Laurel, Neb., burned to the ground April 22 from an unknown cause. About 5,000 bushels of oats were destroyed. The loss on the building and contents amounted to about \$5,000.

Fire of unknown origin completely destroyed the broom corn warehouses of the Roger Mills Co-operative Association at Sayre, Okla. The loss on the corn stored was about \$6,500, with insurance to the amount of \$3,000.

Ross & Co.'s elevator at Akron, Iowa, was destroyed by fire April 27. The cause of the fire is unknown. The building will not be rebuilt. The loss is about \$3,000, with insurance of \$2,500 on the building. There was no grain in the building at the time of the fire. The fire spread to the Fields & Hedges elevator and caused a slight damage. The corn crib of the Hunting Elevator Co. was badly damaged.

THE COOPERATIVE COMPANIES.

The Farmers' Elevator Co., Holmes, Minn., earned 100 per cent and paid a 15 per cent dividend.

The Farmers' Elevator Co., Onawa, Ia., declared a 10 per cent dividend for last fiscal year.

The Farmers' Elevator Co., Salex, Ia., in the last year handled 328,928 bus. of grain, of which 277,973 were corn.

A special meeting of the Iowa Farmers' Grain Dealers' Association was called for May 10 at Marshalltown.

Geo. E. Wilson of Cannon Falls has qualified as receiver for the bankrupt Stanton (Minn.) Farmers' Elevator Co.

The Omadi (Nebr.) Co-operative Grain Co. in the last year did \$150,000 of business at a net profit of \$1,186.88. A 10 per cent dividend was declared.

The Farmers' Elevator at Dysart, Ia., handled 287,150 bus. of grain in the last year at a cost of \$3,678.94. A dividend of 27 per cent on \$12,000 was ordered.

The Stanton Farmers' Elevator Co. in the District Court at Red Wing, Minn., has filed a petition asking for a receiver to wind up its affairs; liabilities, about \$3,000; assets, \$1,200.

The Farmers' Elevator Co. at Geddes, S. D., is in an unpleasant predicament, now that they wish to rebuild their elevator recently burned. Being anxious to erect another elevator on the site of the burned structure, the directors had completed preparations to commence the work of construction when the managers of other elevators doing business there interposed an objection, based on a state law which prohibits the erection of an elevator within 100 feet of another elevator. As the burned structure stood within that limit, the directors held that, while the law does not expressly so state, yet it was intended only to prevent new elevator companies from engaging in business within 100 feet of an elevator which already was in existence, and does not apply to the rebuilding on the site of a burned structure. It is probable that as the result of the difficulty a test case will be instituted in the courts to determine exactly what the law does mean.

CO-OPERATIVE BANKING.

Congressman Norris of Nebraska has introduced a resolution in Congress providing for the appointment of a commission of farmers to visit France and Germany to study the systems of co-operative rural credit and banking in those countries. This country sent a commission to Europe not long ago to study banking, says the Nebraska Farmer, "but the members overlooked the farmers' rural co-operative banks entirely, or, at least, they failed to say anything about them. Mr. Aldrich and his men brought back a scheme of co-operative banking all right, but it is co-operative banking for bankers, with the public excluded. By sending some farmers across perhaps we can uncover a scheme of co-operative banking for the people."

The grain men at Seattle are trying to secure a reform of the tax laws that assess grain in store there at March 1. The tax amounts to over 1c per bushel and is disproportionately great compared with Portland. It is proposed to have the law amended on lines of the Minnesota law which levies a small tax on every bushel of grain produced in the state, regardless of where it happens to be at any particular date.

OBITUARY

Lee Holmes, a prominent farmer and grain dealer of Morrison, Iowa, died recently.

James T. Clendenin, with Charles England & Co., Baltimore, Md., died May 1 in Baltimore, after an illness of a number of weeks.

H. Sloan, a prominent member of the grain trade of Toronto, died suddenly at his home in Toronto recently. His death was caused by heart failure.

Joseph Clelland, an aged grain buyer of Decatur, Ill., dropped dead while waiting for a street car near his home in Decatur on April 29. Death was caused by heart trouble.

W. G. Brosenne, a grain dealer of Covington, O., was found dying near a railroad bridge at Covington May 3, and died soon after being taken to a hospital. It is thought that he had become despondent because of illness and committed suicide.

Daniel P. Lacy, a former member of the Chicago Board of Trade and well known in brokerage circles, died at Austin, Ill., April 23, aged 69 years. Paralysis was the cause. He retired from active business ten years ago and had been living with his son.

Albert H. Judd, a well-known grain man of Des Moines, Iowa, associated with the firm of Harper & Ward, died recently at Des Moines, aged 70 years. He is survived by a wife and two children, a daughter and a son. He had been ill about a month. He was born in Marine, Ill., and was a resident of McKendree, Ill., for some time.

Converse L. Webb, a prominent hay dealer of Skowhegan, Me., died on April 15 at Skowhegan, aged 75 years. He leaves a wife, one daughter and two sons, one of whom, William Webb, is a miller at Wabasha, Minn. Though born in St. Albans, Vt., he was a resident of Skowhegan most of his life and had a wide circle of friends and business acquaintances.

John Lionel Smith, one of the oldest and most widely known men in the Montreal flour and grain trade, died at his home in Montreal on April 20, at the age of 89 years. He was born in Halifax, England, and entered the grain trade at Montreal in 1865 and retired in 1902. He was a member of the Board of Trade and the Corn Exchange. He is survived by a son and two daughters.

John W. Miller, a member of the firm of Miller Brothers, grain buyers of St. Anthony, Idaho, died on March 27 at St. Anthony. He was born at Galatin, Tenn., in 1872, and went to Idaho about fifteen years ago, where he first engaged in business at Idaho Falls. He was engaged in the grain business at St. Anthony with his brother, Woods L. Miller. He leaves a wife and four daughters, all under ten years of age.

Clause H. Albers, seventy-six years old, for forty years a member of the St. Louis Merchants' Exchange, and president of the C. H. Albers Commission Co., of St. Louis, died on May 7 at his residence, after an illness of about a week. Mr. Albers, who was a native of Germany, had been in the grain business ever since he went to St. Louis, shortly after the Civil War. He founded the firm of C. H. Albers & Co., which he later incorporated as the C. H. Albers Commission Co. His son-in-law, Edward M. Flesh, is vice-president of the company, and his son, Clifford H. Albers, is secretary. A daughter, besides Mrs. Flesh, survives. His wife died many years ago.

WALTER D. DOUGLAS.

Walter D. Douglas of Minneapolis was one of the heroes of the Titanic disaster, who went down with the ship because he would not leave it until he knew every woman was saved; he might have saved himself with Mrs. Douglas were he less of a man.

He was born in Waterloo, Ia., on April 20, 1861, and after the completion of his scholastic education he became an oatmeal miller at Cedar Rapids, as a member of the firm of Douglas & Stuart. Later he became heavily interested in the flaxseed oil business at Minneapolis and Omaha?? and in grain both in America and Canada, as well as in starch manufacture in Cedar Rapids and in flour at Chicago.

A strong man, he was also an unassuming gentleman whose death will be mourned by many people who still rejoice that since the end must come in that way it came in the manner in which it did.

DEATH OF JAMES T. CLENDENIN.

James T. Clendenin, manager of the well-known commission house of Charles England & Co., Baltimore, one of the oldest and most experienced as well as respected men in the grain and hay trade of Maryland, died at his home on May 1 after an illness of several weeks. The final cause of death was pneumonia. He was sixty-two years of age, and is survived by his widow, a daughter and three sisters. The burial was in Cecil County.

Mr. Clendenin, who came from one of the old families of Maryland, was born at Port Deposit, Cecil

County, and was educated at the West Nottingham Academy. On completing his education in the schools, he opened a commission house in Port Deposit, and remained in business there until he went to Baltimore to manage the grain firm of M. Emory Nevitt, since retired from business. Several years later he accepted a position with one of the oldest grain firms of Baltimore, M. J. & W. A. Brown, with which firm he remained only a few years. About 25 years ago he entered the employ of Charles England & Co., a connection that was ended by his death.

Upon the floor of the Chamber of Commerce Mr. Clendenin was looked up to as one of the best authorities on grain and hay, says the "American," and he was held in high esteem by all with whom he came in contact.

Mr. Clendenin was an earnest worker in the Franklin Street Presbyterian Church and at the time of his death he was a deacon. He was also a member of St. Andrew's Society of the Presbyterian Church.

IN MEMORIAM.

James T. Clendenin is dead, and The National Hay Association mourns the loss of a true and tried friend and member. His counsel was sought in our Association, and was largely adhered to by our members.

He was a man of strong mental caliber, whose word was equal to his bond. He had charge of the Hay Department of the highly reputable firm of Chas. England & Co., Baltimore, Maryland.

While we mourn his loss, we humbly submit to Divine Will in his removal from our midst.

To Mrs. Clendenin and daughter we express our deepest sympathy in this hour of their bereavement.

Let us try to emulate all that was pure and noble in his character, and by the example that he laid down be prompted to a more exemplary business and social life.

(Signed.) COMMITTEE ON RESOLUTIONS.

NEW VIRGINIA ASSOCIATION.

The Merchandise Brokers' Association met recently at Lynchburg, Va., and adopted a constitution and by-laws. The Association was organized at Roanoke on February 22, at which time the following officers were elected for the first year: John T. Owen of Owen & Jennings, Lynchburg, president; M. W. Reynolds of Reynolds & Thornhill, of Bluefield, W. Va., first vice president; W. L. Andrews of the American Brokerage Co. of Roanoke, second vice president; J. S. Moon of Moon-Taylor Co., third vice president; R. W. Lacy of Lacy Bros., of Bluefield, W. Va., secretary and treasurer. These officers and J. M. Horton of Horton & Snyder, of Roanoke, constitute the board of directors for the first year.

The annual meeting will be held in the month of August, the date and place to be decided by the board at its next meeting.

Charter members of the Association are: American Brokerage Co., Horton & Snyder and A. W. Howard of Roanoke; Moon-Taylor Co. and Owen & Jennings of Lynchburg; Lacy Bros. and Reynolds & Thornhill of Bluefield, W. Va., and Tidewater Brokerage Co. of Suffolk, Va.

The Illinois State Grain Inspection Department office at Chicago is now located at 711 Insurance Exchange Building, immediately west of the Board of Trade.

The Chicago Board of Trade traffic department says that effective May 30 the Chicago, Rock Island & Pacific Ry. will reinstate the reshipping rates on grain from Peoria and Pekin, Ill., on the basis of 17½ cents per 100 pounds to New York, to apply on shipments originating at points in Illinois from which no through joint rates are in effect via Peoria and Pekin. These reshipping rates will apply via Chicago with transit privilege.

A meeting held in the Heisen Building, Chicago, on April 17, to consider the questions of the advance of freight rates in Illinois, and through billing and transit as side issues. E. Morris, chairman of the Central Freight Association, presided. Those in support of the proposition were the twenty-six carriers, members of the Illinois Freight Committee, represented by W. H. Hosmer, 339 Railway Exchange Building, Chicago, and W. M. Hopkins, manager of the Transportation Department of the Chicago Board of Trade. In opposition were the following markets: Peoria, Illinois Grain Dealers' Association, Cairo, Louisville, Ky., Evansville, Cincinnati, St. Louis, Indianapolis, Memphis, and the Farmers' Grain Association, J. A. McCreery, Secretary. The movement was planned as a proposition to increase freight rates on grain. The upshot of the meeting, which lasted from 10 o'clock in the morning to 2:30 in the afternoon, was that the whole matter was again taken into consideration by the carriers, who are to make report to those present, and, if the conclusions are not satisfactory, another hearing will be called. In the meantime, the effective date, which was set for June 1st next, has been suspended, pending further proceedings.

BARLEY and MALT

Floyd Brown has bought the barley rolling outfit of George W. Kelsey and will install it at Blythe, Cal. He expects to roll about 10,000 sacks this year.

Authorities claim that Wisconsin will produce more than \$16,000,000 worth of pedigreed barley this season. The acreage is estimated at over 900,000 acres.

Crop conditions in Yolo County, Cal., are good, but the barley acreage is only about 80% of last year, and the crop will not reach the amount harvested last year.

A bulletin by the Wisconsin Experiment Station on barley and barley culture, recently issued, says that that State last year realized \$12,500,000 from the crop, but that it might just as well have been \$21,500,000 if all the farmers realized the increased returns from Oderbrucker seed instead of the common variety which is quite generally grown.

ONE KIND OF BARLEY.

The aim of the grower of select barley is to get the entire community in which he resides interested in growing select barley instead of scrub varieties, says Prof. H. A. Moore in National Crop Improvement Service. Thus seedsmen and farmers can secure this improved seed barley in limited or car-load quantities at a reasonable increase over the regular general market price of barley. By pursuing this method of dissemination several select barley centers are established in each township of the barley-growing counties where farmers are able to secure the seed in large or small quantities near at hand. Farmers throughout the state have quickly availed themselves of the opportunity of securing select seed barley from the growers or seedsmen. Through this rapid method of dissemination the select barley is displacing the common varieties until whole communities are now growing this one breed of barley to the exclusion of nearly all other varieties.

LITTLE BARLEY SEEDED.

So far as has been made observable about the usual acreage of barley probably will be sown in the Northwest this season. There is discouragement in result of the 1911 crop, as so great a proportion of it came out as low quality grain, especially as relates to the germinating of it. The range of prices of the last crop was extremely wide. While some of it sold at about 70c, other brings as high as \$1.30, with daily sales ranging at all prices between these extremes.

It has been very difficult all through the season for users to obtain sufficient of desirable malting barley. As to whether there may be a greater breadth or a decrease it is too early yet to form anything approaching reliable estimates. The high price of suitable seed with a large quantity of it necessary is discouraging to a large acreage. On the other hand prices have been very satisfactory and when a good crop is raised the results were profitable.

Seeding in some places is begun, but no very great progress has so far been made. Suitable weather would induce larger acreage to be planted than with the reverse or unfavorable weather for the work.—Minneapolis Market Record, May 7.

SCARCITY OF RUSSIAN BARLEY.

A Nicolaieff, Russia, correspondent of Broomhall's Corn Trade News, under date April 6 says: "As regards barley, I have never known such a depletion of this article. Stocks are literally nil, and even the opening of the Boug has not done much to increase arrivals, very little barley being left in the region of the river port of Wosnesensk. Supplies by rail have almost entirely ceased, there really being nothing left in the interior, save with a few of the wealthier land owners. Kherson will have a little barley, but probably no more than some 300,000 quarters between now and the new crop. I may remark that there are people who look for a fairly early harvest this season, as they have sold barley for new July shipment from Nicolaieff, though not as yet in any large quantities. It is expected that the famine price of barley will still further increase the acreage under that cereal."

The Corn Trade News says the barley crop news from India, North Africa and Asia Minor, the firstlings of the new 1912 crop, is generally favorable. In southern Europe in March-April farming operations were going on with good weather.

The Minneapolis Market Record, April 23, said: "Reports at hand of barley seeding throughout the country intimate unusual activity in the promoting of production of this grain." The popularity of the cereal is without doubt due to the high prices for crops of 1910 and 1911, but the acreage increase may not be as large as hoped, or, indeed, large at all, owing to the cost of seed.

Wm. Rahr Sons Co., maltsters, Manitowoc, Wis., made this spring their annual distribution of pedi-

greed barley seed to farmers, in what is known as the "blue ribbon" barley district of Wisconsin, a section of rich soil, with clay subsoil, of which Manitowoc is the center, with a radius of about 60 miles.

[Special Report.]

CHICAGO BARLEY MARKET.

BY A. L. SOMERS.

President Somers, Jones & Co.

The Chicago barley market has become a very quiet, tame affair. The season is about over and the barley holdings the lightest on record for this season of the year. The daily arrivals are light and trade slow. Malting barley is quotably \$1.00 to \$1.32, mainly \$1.15 to \$1.30. Feed barley is 80 to 95c, with the demand for the feed rather limited and with the demand for good barley fairly good.

Maltsters appear, to a large extent, to have bought their supplies for the summer, especially so if the weather remains cool. A hot spring and summer, however, would make a difference of about one month's requirements and would increase the demand sufficiently, we think, to force prices somewhat higher. While the new barley may begin to move in August, it will not readily be available for malting purposes until after it has gone through the sweat and will not be malted until considerably after the 1st of September. In the meantime, the malt requirements will have to be supplied and, should the demand for malt, with hot weather, increase materially during the summer, it could bring about with it a very active demand for barley. In any event, we do not see anything on which to base a belief in lower prices for the balance of this crop. On the other hand, values are so high that a material further advance is just as unlikely.

Indications point to a moderate increase in the acreage, especially so in the southern half of the barley belt—that is, in the Iowa, Illinois and Wisconsin territory. Minnesota and Dakota will not increase so much unless the wet weather in North Dakota, which has restricted the seeding of wheat somewhat, may be the direct cause of a larger barley acreage, on that account, than expected. We look for a barley acreage of around eight millions of acres and, with half way seasonable weather, a crop to exceed 200 millions of bushels.

Stocks are so badly depleted that the demand will be strong from the beginning and probably at good prices for the entire season. The California crop has suffered so much from heavy winds and dry weather that there will be materially less than last year. The Coast trade feels bullish on barley because of the great demand during the season just completed and is inclined to start in on a very high basis of values, too high, probably, to work any barley to speak of eastward, on the all rail basis. It is almost certain, with reasonably good crop results in the Middle States, to result in a light movement from the Coast this season, and consequently in a healthy barley situation in the Middle States territory.

We see no reasons to change our recently expressed opinions as to the probable course of values for the new crop. We feel that a range of 75c to \$1.00 per bushel is not unlikely with a 200 million bushel crop, and think that growers are reasonably safe in figuring on those prices for the greater part of the coming season.

[From "American Brewers Review."]

BARLEY CROP OUTLOOK.

BY WM. H. PRINZ.

The Committee of Awards got to working rather late, but has sent out their first bulletin, and although, in regards to seed, it may reach the farmer too late, it will do some good; and as it is the sense of the committee to issue emergency bulletins in case it becomes necessary, and other bulletins as the crop advances, in a short time we will soon have the farmer working in the right direction. And it is surprising the way the farmer seeks information. Old barley men have often told me that there is no use trying to instruct the farmer, as he is too set in his ways, and I have always maintained that this is not so. If you can show the farmer where he will profit by information, he will certainly seek the same; and the many letters received by myself and by the Committee of Awards and other members of the committee show that the farmer is more than willing to better his conditions. But, of course, the trade must pay the farmer a fair price.

Barley is the most difficult grain to raise and harvest right, and that is why so many farmers quit raising barley, as it is much easier for them to go into the dairy business. One farmer told me a short time ago, who always planted a considerable amount of barley, that he could buy a cow for from \$55 to \$60 and this cow would net him one dollar per day, and he would receive his money every day, as soon as he delivered the milk at the creamery. Why should he go to the trouble of raising barley, and wait three or four months for his money, and then accept what the trade sees fit to give him?

Now, what are the conditions of the new crop?

We are starting out with excellent ground conditions, but two to three weeks late. Then, the many barley sections in which barley was a failure last year are short of seed, and in those sections from which I have many advices, the farmer will not raise barley this year, because he will not pay the high price demanded for seed barley. It is too bad that some arrangement could not be made to supply those farmers, who have generally raised barley, with a seed at a price somewhere near what is paid for the best barley; but, when it comes to pay the premium of fifty cents to a dollar per bushel, they hesitate and say, if you will guarantee us 70 to 75 cents for our barley next fall, we are willing to pay the high price for seed; but the Committee of Awards could not make such a guarantee. There are others in the trade. Had they been better organized they could have done so, and I think it would have been to their interest.

There is another bad feature, that is the low germinating power of seed barley which will be used in many cases, as most farmers will not pay a very high price for good seed. There is also not yet enough of the pedigreed type available, and it was a shame that some of it was malted. It should have all been kept for seed; but no doubt some maltsters were anxious to find out how it would malt; and as the supply of high grade barley has been short all season it brought up the low grade stuff, and this accounts that some of this, which should have really been saved for seed, was malted.

I stated before that the ground conditions were ideal, but the weather conditions have not been so ideal.

Taking the new situation, all in all, I do not look for much of an increase in acreage, and we may have to look again to the Pacific Coast for considerable of our supply. The situation on the coast is somewhat mixed; some claim that they will have a crop as large as last year, while others claim differently.

EXPERIENCE WITH OATS.

Among the papers read at the short course at Urbana in January was one by C. D. Smith of Edgar County, who declared that a starved soil and guesswork in seeding are two factors that have been responsible for the low yields of oats in Illinois. He made a new kind of test last year as follows:

We made tests in three different fields—a 10-acre field of Silvermine, a 10-acre field of Early Champion and a 12-acre field of Early Champion; in each the method of seeding was the same. We sowed each field at the rate of one bushel to the acre except that at some place in each field we sowed more seed for one round, and then compared the yields of the thick and thin seeding. The one round was sown at the rate of four bushels as shown by the drill register. In one field we sowed two and one-half bushels for one round.

The oats were sown with an 8-inch disk drill, and the samples were taken from each field on the day that the fields were harvested and from that part of the field where the oats were the best and the ground the strongest. The samples in each field were taken very close together, only just a few feet apart, so they were fair and comparable. Each sample represents an area of ground 8x48 inches, that is one drill row 4 feet long, or 384 square inches. A 4-foot lath was laid down beside a drill row and all the plants pulled up for the length of the lath.

Each sample was dried by itself and labeled and hung up in a seed house until dry, then the oats were pulled off the straws, the chaff blown off, the grains weighed and counted, the stalks counted, and the yields figured on the basis of one 16,335th part of an acre. The result was 1 bu. seeding, 4 tests averaged 81.6 bus. per acre; 4 bus. seeding, 4 tests averaged only 61.7 bus. Looking at these strips before they were cut, the thick oats seemed the best, and the samples after they were pulled up looked the best. They looked like they would make more oats to the acre, but they did not.

Conclusions: "The heavier the seeding, the smaller the head." "Grain of 38 bus. in favor of the lowest number of straws." "Doesn't it look like the farmers have been throwing away a whole lot of seed and a whole lot of their crop and wasting plant food just because they have been doing the same thing as planting corn too thick?" "We have been sowing too much oats seed. We need to sow our oats thin enough to give each plant room for growth and development—room for each plant to get enough sunshine, air and moisture and plant food to mature the plant and grow the most grain that the plant can grow. We are thoroughly convinced that the greatest cause for so low a yield of oats is reckless seeding by the farmers. There is a rate of seeding in which the largest crop is grown; and that standard is reached when we have just enough plants growing to utilize the available plant food."

C. H. Carlson, Gallatin Co., Montana, reports a yield of 174 bus. of Big Four oats in 1911. The oats were grown on turned clover sod two years old.

The price of No. 1 bluestem wheat at Seattle on April 10 reached a dollar a bushel, for the first time in two years. The Asiatic demand is held responsible for the advance.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.]

Brokers Before Courts of Equity.

The Supreme Court of Missouri, speaking through Mr. Justice Lamm, makes note, in the case of Trolle vs. Spencer, 141 Southwestern Reporter, 855, that it is said that those dealing in grain options on boards of trade are classified as "bears," "bulls," and "lambs." But the court takes it that however they masquerade as animals in trade cant, or in a Pickwickian sense, they are still men for judicial ends, and are entitled, in the first instance, to a presumption of honesty. The doctrine of original sin is not applied in chancery. The court recalls no case declaring the law otherwise up to this time.

Damages for Grass Seed in Oats.

A contract was made for the delivery of a car of red rust-proof seed oats, free from Johnson grass seed and suitable for sowing, at 60 cents per bushel. The car of oats was delivered and paid for. The oats were not free from Johnson grass seed, but contained such seed and were unfit for sowing. The purchaser, upon discovering this fact, tendered the oats to the seller, who refused to receive them. Thereupon the purchaser resold the oats at 50 cents per bushel. The car was also short 49 bushels. The Court of Civil Appeals of Texas holds, in Brown Grain Co. vs. Tuggle, 141 Southwestern Reporter, 821, that the purchaser was entitled to a judgment for \$101.70, the evidence showing that the oats contracted to have been delivered would have been worth only 60 cents per bushel at the time of such delivery, and that the car was short 49 bushels, as before stated.

Grain Elevation Rights.

The Supreme Court of the United States holds (Interstate Commerce Commission vs. Duffenbaugh, 32 Supreme Court Reporter, 22) that the decision of the Interstate Commerce Commission was erroneous in its conception of the grounds on which, under the statute, an advantage might be pronounced undue, and in its assumption that Congress had left the matter open by merely permissive words. The ground referred to was that when the owners of the elevators owned the grain put into them, they had the opportunity to perform other services to the grain in the way of treatment, or cleaning, clipping, and mixing the grain, which, although not included under the term "elevation," paid for by the railroad, it was an advantage to them to be able to perform at the same time. This advantage was thought to create an undue preference and unjust discrimination. But the law does not attempt to equalize fortune, opportunities, or abilities. On the contrary, the act of Congress in terms contemplates that if the carrier receives services from man owner of property transported, or uses instrumentalities furnished by the latter, it shall pay for them. That is taken for granted in Section 15, the only restriction being that it shall pay no more than is reasonable and the only permissive element being that the Commission may determine the maximum. As the carrier is required to furnish this part of the transportation upon request, it cannot be required to do it at its own expense, and there is nothing to prevent its hiring the instrumentality instead of owning it.

However, as the contract with Peavey & Company purported to be only for grain transferred, it was not necessary to consider whether elevation could be allowed for as practically necessary under modern conditions, even if the grain did not go on. For the purposes of this case, so much of the order as met the above-mentioned doubt by confining payments to grain reshipped within ten days seemed proper enough; also, the Commission's order, of 1907, diminishing the allowance to ¾ of a cent per hundred pounds should stand.

In the case of Union Pacific Railroad Co. vs. Updike Grain Co., 32 Supreme Court Reporter, 39, the court says that the long-mooted question as to whether elevation was such a part of transportation as to bring it within the jurisdiction of the Interstate Commerce Commission was answered by the Act of June 29, 1906, which recognized that the shipper himself might own the elevator or other facility included within the definition of transportation, so that payment for reparation to the owner who stores and mixes the grain is not necessarily unlawful. When the service is rendered the carrier receives value for which it is bound to pay, whether performed by the owner of the grain or some other person hired for the same purpose.

Nor could the right to compensation be defeated by a rule of the Union Pacific that no allowance would be made when more than forty-eight hours elapsed between the time of delivery to the elevator or connecting line and the release and return of the empty car to the Union Pacific, when foreign cars were not returned in forty-eight hours to the Union Pacific by reason of the rules of the railway association of which the Union Pacific was a mem-

ber and over which the elevator companies had no control. Yet, while elevators off the track of the Union Pacific could not be affected by unreasonable rules tending to deprive them of just compensation, neither could they disregard the obligation promptly to unload, so that the cars might be put in service as soon as practicable.

Liability for Damaged Forwarded Corn.

Two car loads of corn were purchased for delivery to the plaintiffs on board cars at or about Caruthersville. The purchasers ordered its transportation to Eufaula, Ala., where it arrived in bad condition. The purchasers sued the seller, but judgment went for the latter, on that phase of the case, because the testimony was in irreconcilable conflict on the condition of the corn when shipped, and the trial judge preferred to accept the positive testimony of parties who had loaded it, or had seen it loaded, against opinion testimony founded on probabilities and not on actual facts. In short, weather conditions, delay in transit, the change of climate from Missouri to Alabama, might, in the opinion of the trial judge, account for the difference in the condition of the corn when shipped and that in which it arrived at its destination.

In affirming the judgment mentioned, the St. Louis Court of Appeals holds (Neil vs. Cunningham Store Co., 140 Southwestern Reporter, 947) that even if it had been in contemplation between the parties when the corn was bought and sold that it was intended for the Eufaula market and the defendant had been liable, the measure of damages would not have been the difference between the price the plaintiffs had sold the corn for at Eufaula and the best price they could obtain for the same in its damaged condition, but the difference between the market value of the corn at Eufaula, if it had arrived there in good condition, and the market value there of the same corn in its damaged condition. The price at which the plaintiffs had sold the corn at Eufaula was no measure of value which would be binding in this case upon the defendant. But all that the defendant was to do was to load the corn on the cars at or near Caruthersville; when that was done the loaded cars were thereafter at the order and direction of the plaintiffs. There was, therefore, no justification whatever, by anything in the testimony, for accepting the market value of corn at Eufaula, Ala., as a proper element in estimating the damage in this case.

ARBITRATION DECISIONS.

The following arbitration decision by the arbitration committee of the Grain Dealers' National Ass'n, is from "Who's Who in the Grain Trade":

SALE THROUGH BROKER.

Harsh Bros. & Co., St. Louis, Mo., vs. Dan C. Wheeler & Co., Chattanooga, Tenn.—Adolph Gerstenberg, E. W. Wasmuth and E. A. Grubbs, committee.

Plaintiff on July 18, 1911, received a message from J. A. Stewart, Chattanooga, Tenn., who acted as his broker: "Book Wheeler 1,500 bu. White Oats 52½ bulk C. A. F. Chattanooga, St. Louis terms, shipment this week. Answer," which message was answered by plaintiff confirming sale.

Plaintiff forwarded on July 19, car I. C. 140175, containing 1,500 bu. No. 3 White Oats, officially weighed and inspected at St. Louis, Mo.

July 26 J. A. Stewart advised plaintiff that the shipment had arrived, and was rejected by defendant, and J. A. Stewart complained that "they are the trashiest oats I have seen in a long time; test about 27½ pounds. They are an oat that I don't think will sell on this market," etc.

Plaintiff replied to J. A. Stewart on July 26 and 27, calling his attention to the sale having been made on "St. Louis terms," and insisting upon Dan C. Wheeler & Co. taking delivery. On the same day they also notified Dan C. Wheeler & Co., demanding taking the delivery, otherwise, "Have to sell the oats out for account of whom it may concern and arbitrate this with you."

Defendant replied under date of July 29, that, "Your communication is the first they knew that they had bought No. 3 White Oats on St. Louis terms * * * Mr. Stewart met me * * * I told him that if they would ship me a good oat to book us 1,500 bu., but I would not accept St. Louis grades * * * and now it is up to you and Mr. Stewart. * * * The car oats on track are a light, trashy oat, testing only 27 pounds, and we have rejected them, not on account of price, but grade."

J. A. Stewart, on July 29, wrote that he took sample of the oats, and submitted it to other dealers there, but reported that he had no offer.

Plaintiff corresponded with J. A. Stewart, forwarding Wheeler correspondence and inquiring as to quality, terms, etc., of said sale, and was advised in reply: "Met Mr. Carroll (Dan C. Wheeler & Co.), quoted 3 White Oats 52½ * * * if you would ship good oats to book 1,500 bushels * * * In a letter following my wire I told you in substance that you would have to ship good stuff if you did any business in this market. * * * This, in my judgment, you did not do; the oat you shipped is

very trashy, and in my opinion is a scant No. 3; so far I have not been able to get a bid on them, etc."

Plaintiff's reply to this is: * * * "Note that St. Louis terms were not mentioned when you sold the car of oats. This does not have to be mentioned, as stuff is always sold on the grading of the market that is shipping the stuff, where it is not otherwise specified."

Further correspondence and wiring followed between Harsh and Stewart with a final bid of 45 cents Chattanooga sacked from J. A. Stewart, which was refused, and on August 14 car of oats was shipped to Atlanta, Ga., with notice forwarded to defendant "that when oat is sold bill would be presented for the loss, and at the same time filing our claim with the Grain Dealers' National Association."

August 31, car 140175, oats, was sold in Atlanta, Ga., at 50 cents per bushel, less freight and charges, which sale showed a loss of \$80.90.

Sample of the oats has been submitted, showing the same to have been properly sampled and identity of quality preserved. Your committee has no reason to believe but that this sample is the proper sample, but must be guided by the St. Louis documents, as they are official, and which show that car 140175 graded No. 3 White Oats when loaded for forwarding.

The evidence in this case shows that plaintiff and defendant both acted in good faith in regard to this contract, yet its final conclusion shows that plaintiff lost \$80.90 by the refusal of the defendant to take charge of the shipment on contract.

The loss, however, is no fault of the defendant, as his contract was a different contract than the contract understood by the plaintiff, and which contract was negotiated and closed by the broker for the plaintiff. The broker contracted with the defendant for a good white oat, leaving the buyer to be the judge of the quality, but reported to the principal that he should "Book No. 3 White Oats." This different understanding as to quality was the clear cause of the misunderstanding, and this liability should not be placed upon the defendant. As this transaction was made on the knowledge as to quality desired, it having been known by J. A. Stewart, who was the broker for the plaintiff, the responsibility rests upon the plaintiff, as he is responsible for the act of his broker.

Attention is directed to the fact that plaintiff never confirmed this transaction with defendant, and the evidence shows that the transaction was made on July 18, 1911, car 140175, Three White Oats was forwarded July 19, and on July 27 the first communication with the defendant follows.

Our conclusion is that the plaintiff has no claim against the defendant, and that the plaintiff should pay the cost of this arbitration.

TEXAS ARBITRATIONS.

The following decisions by the Texas Grain Dealers' Association committee are kindly furnished by Secretary G. J. Gibbs:

E. H. & D. C. Kolp vs. W. H. Dowlen & Sons.—T. M. Sleeper, A. B. Crouch and Bert K. Smith, committee.

Claim filed before the committee by E. H. & D. C. Kolp of Oklahoma City, Okla., against W. H. Dowlen & Sons of Pauls Valley, Okla., wherein plaintiffs seek to recover \$477.42 alleged to be due on the shortage and misgrade on seven cars oats bought from defendants. The plaintiffs appeared in person, while the defendants were represented by W. Lee Dowlen and C. Dowlen, the latter having been the manager of the Pauls Valley house. W. Lee Dowlen states to this committee that any claim of plaintiffs, if established, would be a liability against W. H. Dowlen & Son of Windom, Texas, and the latter being members of the Texas Grain Dealers' Association, we hold that the same should be arbitrated before this Association; and by the consent of W. Lee Dowlen, the difference is submitted for our consideration and decision.

The testimony before us shows that during July, 1910, W. H. Dowlen & Son of Windom, Texas, operated a branch house at Pauls Valley, Okla., under the management of C. Dowlen. On July 7, 1910, plaintiffs purchased from defendants one car of 3 or better red oats at 31½¢ f. o. b. Paoli, Okla., and for shipment during July, 1910. Plaintiffs confirmed these deals in writing, stipulating that the oats were to be sacked in new, uneven weight bags, settlement to be based on final destination weights and grades. The defendants confirmed the deals, simply stating that the oats were sold at prices named f. o. b. in uneven weight bags, and did not state what weights and grades should govern in settlement; and we must therefore hold that destination weights and grades should govern as set forth in the confirmation of plaintiffs.

The car sold at 31½¢ was shipped to Fort Worth, Tex., there inspected No. 4, docked 1 cent per bu. by agreement, and was forwarded by plaintiffs to Houston. There is no dispute as to the A/S rendered by plaintiffs covering this car.

The defendants shipped the 8,000 bus. sold at 33½¢ to Little Rock, Ark., as instructed by plaintiffs.

On arrival at Little Rock two cars graded No. 3 red, but the customer of plaintiffs refused to receive them at contract price, for the reason that they were in second hand bags. Plaintiffs immediately called defendants' attention to this condition. The two cars were finally sold at a reduction of 1¼c from contract price, and plaintiffs ordered the empty bags returned to defendants at Pauls Valley. Defendants claim that no B/L showing the return of the bags to Pauls Valley was tendered them, and that the bags were not received. Plaintiffs rendered A/S for the two cars unloaded at Little Rock, basing same on Little Rock weights, and docking 1¼c per bu. account of condition of the bags, showing a balance due plaintiffs of \$93.26, which defendants declined to pay.

The remaining four cars were graded No. 4 red oats by the inspection department at Little Rock, and plaintiffs' customer refused to receive the oats, save at a dockage of 6 cts. per bu. The plaintiffs immediately advised defendants in the premises, and a great number of telegrams and letters were exchanged, but no settlement was reached, the defendants contending that they had shipped oats of contract grade. Plaintiffs offered to accept the oats at 6c dockage and forward them to Memphis, Tenn., since no better disposition of them could be made at Little Rock. C. Dowlen appears to have gone to Little Rock, but made no disposition of the oats, leaving them entirely on the hands of plaintiffs.

On Aug. 17, 1910, plaintiffs wired defendants that unless adjustment was made, the oats would be forwarded to Memphis and applied on contract at a dockage of 6c per bus. The defendants refusing to act, the oats were forwarded to Memphis, weighed there, A/S rendered based on Memphis weights, and docked 6c per bu. as stipulated in plaintiffs' message and letter dated Aug. 17, 1910. The defendants show that the oats graded No. 3 red in Memphis, and therefore contend that they should have been applied on contract without dockage.

After carefully considering all the testimony, we are of opinion that defendants undertook to furnish plaintiffs 8,000 bus. oats that would grade No. 3 or better in Little Rock, Ark., as stipulated in the confirmation of plaintiffs, and that by shipping to Little Rock as required by defendants they thereby bound themselves to protect the weights and grades at that destination. We further hold that when defendants refused to handle the oats at Little Rock, after rejection there, it then became the duty of plaintiffs to make disposition of same in that market; and from the fact that the oats were not weighed in Little Rock, we will hold that plaintiffs be required to protect shippers' sworn weights on the four cars. We further find that plaintiffs should be held for demurrage amounting to \$7, which accrued at shipping point while defendants were waiting for shipping instructions.

We will, therefore, allow plaintiffs' claim on the cars handled at Houston and Little Rock. On the four cars handled at Memphis we will allow the claim of plaintiffs for dockage of 6c per bus., since it appears that a better price could not have been obtained at Little Rock, but will require that shippers' weights be protected, for the reason that the oats were not weighed at Little Rock, which we hold should have been considered the destination. Plaintiffs' claim is therefore revised by us as follows:

Car 16,395, handled at Houston.....	\$ 30.91
Car 27,896, handled at Little Rock.....	62.29
Car 40,051, handled at Little Rock.....	30.97
Car 43,406, handled at Memphis.....	84.14
Car 19,356, handled at Memphis.....	78.27
Car 21,275, handled at Memphis.....	90.85
Car 124,630, X 8,934, handled at Memphis....	60.81

\$438.24

Less demurrage at shipping point..... 7.00

Net balance due plaintiffs.....\$431.24

NON-ACCEPTANCE OF CORN.

Cavers Elevator Co., plaintiff, vs. Texas Grain & Elevator Co., defendant.—J. A. Hughes, A. B. Crouch, Kent Barber, Committee.

Claim filed before the arbitration committee of the Texas Grain Dealers' Association by Cavers Elevator Co. of Omaha, Neb., against Texas Grain & Elevator Co. of Fort Worth, Texas, wherein plaintiff seeks to recover \$25 alleged to be due from defendant, account of defendant's refusal to accept 5,000 bushels of corn.

The testimony before us establishes the fact that on June 5, 1911, at 6.48 p. m., plaintiff received a message from defendant offering 66½¢ for 5,000 bus. No. 2 corn delivered at Fort Worth, Texas, for shipment at once. The plaintiff wired acceptance of this offer at 10.03 a. m., June 6, 1911. At 6.38 p. m., June 6, plaintiff received a wire from defendant as follows: "Acceptance too late. Market is lower.

On June 7, plaintiff took the matter up with defendant, and no agreement being reached by the parties, the corn was sold to Smith Bros. Grain Co. of Fort Worth, Texas, at 66 cents basis delivered Fort Worth, and claim was made for loss of ½ cent per bushel on the 5,000 bushels, amounting to \$25. This claim being declined by the defend-

ant, the controversy comes before us for adjustment. The defendant submits to us evidence that corn was sold by other dealers in Omaha on June 7, 1911, at a higher price than plaintiff sold the 5,000 bushels involved in this controversy to Smith Bros. Grain Co.

We are of opinion that plaintiff should have accepted the offer made by defendant on June 5, 1911, earlier than 10.03 a. m., June 6, which was after the opening of the market, and when it was known that the market value of corn was lower than on the preceding day. While the defendant appears to have been dilatory in answering the message of plaintiff accepting the offer of 66½¢, it is equally true that defendant's delay was not greater than that used by the plaintiff.

For the reason that the plaintiff did not confirm or accept defendant's offer before the opening of the market on June 6, we will find in favor of the defendant, and hold that the defendant had the right to decline the corn on account of delay in plaintiff's acceptance.

The secretary is directed to return the deposit fee of the defendant, and it is ordered that the cost of this arbitration be assessed against the plaintiff.

Note:—A rehearing was granted the plaintiff in above cause, and on March 19, 1912, the finding as above was fully affirmed in all things.

SHORTAGE ADJUSTMENT.

Dorsey Grain Co., plaintiff, vs. D. E. McAnaw, defendant.—Kent Barber, A. B. Crouch, A. P. Hughes, Committee.

Claim filed before the arbitration committee of the Texas Grain Dealers' Ass'n by Dorsey Grain Co. of Fort Worth, Texas, against D. E. McAnaw of Elgin, Okla., for the sum of \$29.03, shortage on a car of wheat. The plaintiff was represented by H. S. Dorsey and the defendant by C. F. Prouty.

The testimony adduced before us shows: That the defendant, on July 28, 1910, sold to plaintiff a carload of No. 2 hard wheat at 91 cents f. o. b. Elgin, Okla., the sale having been made by exchange of telegrams. Plaintiff received the wire acceptance of defendant at 9.45 p. m., July 28, 1910, which wire acceptance also stated that the wheat had been shipped that day to Vernon, Tex. The plaintiff confirmed the trade in writing by letter dated July 29, 1910, and in the confirmation advised the defendant that the wheat would be diverted to some point other than Vernon. The defendant confirmed the trade in writing July 30, 1910, naming Vernon, Tex., as the destination. There is no testimony to show that the defendant objected to plaintiff's notice that the wheat would be diverted or rebilled from Vernon.

On its arrival at Vernon the plaintiff had the car of wheat rebilled to Sherman, Tex., and there sold it to a mill. The mill unloaded the wheat and reported a shortage of 1,810 pounds from the invoice weights as furnished by the defendant, when the plaintiff made account sales, or returns, to defendant, charging him with the shortage, amounting \$29.03. Defendant declined to pay the claim, alleging that the wheat was not correctly weighed at Sherman, and that the weight as stated in defendant's invoice was correct. The plaintiff furnished the defendant the certificate of the mill at Sherman showing the shortage of 1,810 pounds.

We have carefully considered all the facts and testimony placed before us, and find that the contract was based on destination terms as to weight and grade. The defendant has offered no proof that the weights of the shipment as determined at Sherman are incorrect, or that the weighing was done in any careless or irregular manner; and in the absence of such testimony, we must hold that defendant should protect the weight at destination.

The defendant contends that the true destination of the wheat was Vernon, Tex., and that plaintiff had no right to divert, or rebill, the car to Sherman without the explicit consent of defendant, and that failing to obtain this consent, plaintiff should account to defendant for the original or invoice weight. As stated above, plaintiff, when confirming the trade, notified defendant that the car would be rebilled, or diverted, from Vernon, and the defendant having made no objection to this feature in the confirmation of the plaintiff, we will hold that plaintiff had the right to so divert the shipment, and that defendant should protect the weight as determined at the final destination, Sherman, Texas.

It is therefore ordered that D. E. McAnaw promptly pay to Dorsey Grain Co., at Fort Worth, Texas, the sum of \$29.03, and that the cost of this arbitration be assessed to said D. E. McAnaw. The secretary is directed to return the deposit fee of the plaintiff.

KANSAS ARBITRATIONS.

Copies of the following decisions are kindly furnished by Secretary E. J. Smiley.

DEFAULTED CONTRACT.

The Caney Mill & Elevator Co., plaintiff, vs. The Head Grain Co., defendant.—C. A. Smith, I. A. Pribble and F. B. Bonebrake, committee, Kansas Grain Dealers' Association.

In the above entitled case the plaintiff, The Caney Mill & Elevator Co. of Caney, Kans., bought on June 5 and 6, 1911, of the defendant, The Head Grain Co. of Winfield, Kans., one carload of sound and dry No. 4 corn like sample at 55¼ cents per bushel delivered at Caney, Kansas. On June 12 the defendant wrote to the plaintiff that the car "sample corn" had been sold elsewhere and hence could not be furnished, but further saying, "we have been trying all day to get you another car from that section. The market is off today and if you care to cancel, we will do so, or we will try to get you another car. Kindly let us hear from you before there is any further change in the market." To this the plaintiff replied on the 13th: "Had we not sold against this car, we would not mind so much, but inasmuch as we did and cannot replace the corn at the purchase price, naturally we expect to get the car of corn." This seems to have brought no reply, and the plaintiff wrote other letters asking for the corn or an adjustment, finally advising that the corn would be bought in if no reply was made. No reply being forthcoming car No. 2 corn 22952 was bought at a cost of 63½ cents Kansas City, with an 8½ cent freight rate to Caney. The plaintiff proposes a difference of 3 cents per bushel between the No. 2 corn and No. 4 corn and that a minimum carload of 40,000 pounds be considered as the amount to fill the purchase, both of which your committee finds to be reasonable. The defendant's plea is that the sale was cancelled on the 12th of June and that it was then released from any further obligation to furnish the corn.

Held by the committee, that the defendant's plea is not borne out by the correspondence; that the contract was not cancelled; that it remained in force; and that the advance in the market afterward did not relieve it of responsibility for the fulfillment of its contract.

Your committee figures the plaintiff's loss as follows:

Bought 40,000 No. 2 corn at 63½c	
K. C.	\$453.57
Freight to Caney at 8½c rate.....	34.00
	\$487.57
Trade was: 40,000 corn at 55¼c	
Caney	\$397.64
Difference in grades, 3c per bushel..	21.43
	416.07
	\$ 71.50

The defendant is instructed to pay to the plaintiff through the Secretary its loss as above, \$71.50, the costs of this case, taxed at \$5, to be paid by the defendant, and the Secretary is instructed to return to the plaintiff its deposit fee.

WEIGHT SHORT, GRAIN TOUGH.

Terminal Elevators, Kansas City, Mo., plaintiff, vs. S. J. Thompson, Holton, Kans., defendant.—C. A. Smith and F. B. Bonebrake, committee.

In the above entitled case, the plaintiff's contention is that on February 7, 1911, it bought of the defendant one car of No. 3 or better white corn at 41c per bushel track Holton or Mayetta, destination grades and destination mill weights, five days' shipment. The car was loaded and billed as directed to Cordell, Okla., where it arrived about a week later. The corn delivered in the car was found to be damp and tough, short 600 pounds in weight, and the contents were discounted 2c per bushel to the receiver of the car. The plaintiff claims \$34.54 overdraft by reason of the defendant having drawn in full for the shipment, the amount being the difference between loading weights at 41c per bushel and destination weights at 39c per bushel.

The defendant contends that the sale was made upon loading weight and grade. And further the defendant submits documentary evidence proving that the seal on the car had been changed before it reached its destination, and also affidavits setting forth facts to show that the corn delivered at Cordell was not the corn loaded into the car by the defendant.

Held by the committee, that the sale was made upon destination weights and grades as shown by the confirmation. The defendant's acceptance of the plaintiff's confirmation without objection was acquiescence upon his part in its terms. The car went to the destination shown in the confirmation; and your committee holds that the defendant and not the plaintiff was liable for the shipment en route to its agreed destination. The defendant must look to the railway companies rather than to the plaintiff to remedy his wrong.

The prayer of the plaintiff is granted, and judgment is rendered for the plaintiff in the sum asked, \$34.54, which amount the defendant is directed to pay to the plaintiff through the Secretary, together with the costs of this case, taxed at \$14.50.

FAILURE TO FURNISH BILLING DIRECTIONS.

The McCullough Grain Co., Wichita, Kans., plaintiff, vs. The Raymond Grain & Supply Co., Raymond, Kans., defendant.—C. A. Smith, F. B. Bonebrake and F. A. Derby, committee.

In the above entitled case the plaintiff bought of the defendant on December 6, 1911, one 60,000 capacity car of corn, for ten days' shipment, at 59c

CROP REPORTS

per bushel f. o. b. Raymond, billing to be supplied later. On December 11, the defendant, having a car of corn loaded, called up the plaintiff for billing, but the plaintiff asked the defendant to place this car elsewhere and furnish the plaintiff another car later. The defendant accordingly placed this loaded car elsewhere.

On December 15, the plaintiff sold the car and gave the defendant instructions to bill to Olney, Kans. To these instructions the defendant replied on December 16: "Movement of corn has just about stopped here, don't know when we will be able to make up car." This led to further correspondence as to when shipment would be made, and to the request to be advised "positively whether or not we may expect it," which was answered on December 23 by the defendant: "Now we absolutely refuse to furnish car." More correspondence followed, and finally on February 2, the plaintiff bought in a car of corn at 8½¢ a bushel advance over the contract price, and asks that the defendant make good the loss sustained, figured to be \$93.50. The defendant claims that the contract was cancelled when the plaintiff failed to furnish billing on December 11, and requested that that car of corn be placed elsewhere.

Held by the committee, that the evidence submitted does not establish the defendant's claim of cancellation on December 11, and further, that the plaintiff should have proceeded to buy in immediately on receipt of the letter refusing to furnish the car. The evidence submitted shows that the movement of corn in that vicinity was very limited at and after the time the plaintiff received the defendant's letter refusing to make shipment, but your committee believes that probably it might have been bought at 63¢ a bushel, which would have been an advance of 4¢ per bushel over the contract price. The plaintiff is therefore awarded 4¢ per bushel on 60,000 pounds of corn; the costs of this arbitration, taxed at \$5, to be divided and shared equally by the parties hereto.

NOTE.—This case has been appealed to Tri-State Board of Appeals.

INTERESTING FREIGHT CONTRACT.

We are continually being told, says London "Fair-play," that this is the age of the greatest achievements, either mechanical or intellectual; but it is a question if we have reached the pinnacle of greatness that was attained in the cities of the Nile Valley a thousand years B. C. It should not be overlooked that we have all their knowledge to fall back on, whereas they were the original thinkers and workers.

We have been led to the above remarks by the following charter party, or freight contract, that has recently been published in a volume, giving copies of many Greek papyri by Dr. Kenyon and Mr. H. I. Bell, of the British Museum. It will readily be seen that it is the basis of our present charter party. The ceremony of wine to be offered to the gods for a safe journey is no doubt the origin of the gratuity to the captain. The point also arises whether as the owner of the ship received his freight "when he lands the cargo, which cargo he shall land safe and undamaged by any nautical mishap," he was not also the underwriter of the cargo.

This freight contract is given by Aurelius Heraclides, son of Dioscorus, of Ontacopoli, master of his own ship, of 250 artabae burden, without any figurehead, to Aurelius Arius, son of Heraclides, senator of Arsinoe (capital of the Fagum), for the carriage of 250 artabae of vegetable seed, to be conveyed from the haven of the Grove in the capital (i. e., Arsinoe) to Oxyrbynchus, freightage agreed on being 100 clean silver drachmae whereof he has received forty drachmae and the remaining sixty drachmae he is to receive when he lands the cargo, which cargo he shall land safe and undamaged by any nautical mishap; and he shall take for the journey two days from the 25th and likewise he shall remain at Oxyrbynchus four days; and if he be delayed after that time he the master shall receive 16 drachmae per day for himself; and he, the master shall provide a sufficient number of sailors and all the tackle of the ship, and he shall receive likewise for a libation at Oxyrbynchus one ceramion of wine. This freight contract is valid.

(Signed)—I, Aurelius Heraclides, have made out this freight contract, and received the aforesaid 40 drachmae on account. . . . The third year of Pius Felix Augustus, Imperator Caesar, and of Gaius Julius Verus Maximus, the most holy Caesar Augustus, the son of Augustus the 22d of Phaoptic (17 Oct., A. D., 236.)

Kaffir corn has been soaring of late in Kansas, having advanced from 25 to 30¢ a bushel since harvest. The demand has been greater than ever before, and prices have advanced notwithstanding the fact that farmers in the upland districts, which is now so largely devoted to the growing of Kaffir corn, raised last season the largest crop in the history of that country.

Illinois corn acreage prospect looks like the largest yet.

Coburn's Kansas report for May 1 shows 81.2, against the Government condition of 80.

The Oklahoma State May 1 report gives condition of wheat as 84.6, against the Government condition of 87.

Minneapolis grain men are predicting a crop of 60,000,000 bushels of small grain for Montana this year.

The Government report gives Ohio a wheat condition of 53, while the state report makes it 44 at May 1.

Ohio rye shows a condition of 75, against 90 a year ago, and oats an acreage of 128 per cent of last year.

The May 1st report of Oklahoma gives oats a gain of 9.6 per cent over April and alfalfa a gain of 13.8 per cent.

The Burlington Road has issued its Nebraska report, and estimates the wheat crop of the state at 60,000,000 bus.

Ohio reports are discouraging, and A. P. Sandles, Secretary of Department of Agriculture, believes most sections will not harvest seed wheat.

S. B. Chapin has estimated the wheat crop of Texas, Oklahoma and Kansas at 165,000,000 bus., minimum, as compared with 110,000,000 last year.

Kentucky wheat is in poor shape. The state crop report not yet out, but indications are that dry fall, long winter and wet spring mean a poor wheat crop.

The Missouri state report gives wheat a condition of 63, while the Government makes it 72. Acreage abandoned 26 per cent, compared with 1½ per cent in 1911.

Secretary Prouty of the Oklahoma Grain Dealers' Association claims there are no conch bugs in the state. "Nothing short of a calamity" will prevent a bumper in wheat, he says.

Some experts claim a big improvement in Kansas wheat since the last May reports, owing to the fact that information was collected before the big rains on the last days in April and first days in May.

Indiana reports on clover conditions vary a good deal. Some dealers report fine stand, others report half crop, still others spotted conditions, and others state that most of the clover will be plowed up for corn.

Goodman of Clement, Curtis & Co. estimates abandoned winter wheat acreage at 20 per cent, or 6,659,000 acres, still leaving 25,554,000 acres for harvest. The suggestion, on a ten-year average, is about 373,000,000 bushels.

C. V. Topping, secretary of the Southern Kansas Millers' Club, reports a condition of 85 in Kansas and Northern Oklahoma. He reports abandoned acreage to the amount of 10 per cent in Kansas and less than 5 per cent in Oklahoma.

B. W. Snow's May 1 report shows the winter killed acreage to be about 18.2 per cent, or 5,883,000 acres, leaving 26,330,000 acres for harvest; average condition, 75.9. This indicates a yield of 358,000,000 bushels, against an indication of 489,000,000 last May.

Secretary Gibbs of the Texas Association reports 15,000,000 to 18,000,000 bushels wheat prospect for Texas, and an oats prospect of 50,000,000. The corn acreage in Texas was greatly reduced on account of unfavorable planting weather. Kaffir, sorghum and milo will make a large showing in the fall.

The Oregon report makes winter wheat 98 per cent and spring wheat 96 per cent; Washington reports spring wheat as 95 and winter as 97; Idaho, spring 95, winter 97, with a total area for the three states of 3,807,000 acres, or 176,000 more than last year. The indications are for a crop of 80,000,000, against 64,000,000 bushels last year.

The best authorities in the Northwest say wheat seeding is completed, except in Northwest North Dakota, and that decrease in the area in the three states will probably be less than 5 per cent. Barley acreage in South Dakota will be decreased owing to difficulty in getting good seed at moderate prices. Large increase of oats in the three states.

The Michigan May report, 8th, gave condition as 63, against 84 in April and 93 last May. The acreage abandoned is 22 per cent, against only 2 per cent a year ago. The oat acreage sown is 99 per cent of last year. The rye condition is 81, against 89 in April. Farmers marketed 255,000 bushels of wheat in April, and figures give the reserves at 800,000 bushels, with harvest three months away.

The Kansas report for May shows an acreage of 6,065,000 acres of growing wheat, with a condition averaging 81.2. About 1,287,000 acres were abandoned and sown to other crops. In some of the Southern and Western counties insufficient moisture was the cause. The worst Kansas losers

are Doniphan, Clay, Riley, Montgomery, Nemaha, Brown, Washington, McPherson, Stafford, Rice, Gove, Ellis and Trego counties. Others are doing well and have lost less than 25 per cent.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, reports as follows from estimates from 367 stations in 55 counties north of the Vandalia R. R., St. Louis to Terre Haute, and including the counties of Lawrence, Wabash and White: 302 reports estimate wheat acreage compared with last year at 25.22 per cent; 57 report all killed in their territory; 207 report present condition as 48.08 per cent; 7 report good; 75, poor, very poor, late and bad; and 14 report fair. On corn: 355 report 18.8 per cent of last year's crop remaining; 6 report none remaining; while 336 report acreage as compared with last year as 109.65 per cent. On oats: 360 report acreage this year as 98.37 per cent as compared with last year; 208 report 82.59 per cent as present condition of growing crop; 82 report good, fair, normal or O. K., while 5 say poor; 40 report late and 8 report none up; 303 report 8.7 per cent of last year's crop remaining; 55 report none remaining; 214 report farmers are done sowing, and 128 that the farmers are not through. Too much moisture everywhere in Illinois is reported.

MAY CROP REPORT.

The crop report for May has the following estimates:

Winter Wheat—Acreage to be harvested, about 25,744,000 acres, or 3,418,000 acres (11.7 per cent) less than the area harvested in 1911, and 6,469,000 acres (20.1 per cent) less than the area sown last fall (32,213,000 acres). Average condition, 79.7, compared with 80.6 on April 1, and 86.1 on May 1, 1911.

A condition of 79.7 per cent on May 1 is indicative of a yield per acre of approximately 14.4 bushels, assuming average variations to prevail thereafter. On the estimated area to be harvested, 14.4 bushels per acre would produce 370,714,000 bushels, or 13.9 per cent less than in 1911, 14.6 per cent less than in 1910, and 11.3 per cent less than in 1909. The out-turn of the crop will probably be above or below the figures given above, according as the change in conditions from May 1 to harvest is above or below the average change.

The average condition of rye on May 1 was 87.5, compared with 87.9 on April 1, 90.0 on May 1, 1911, and 89.2, the average for the past ten years on May 1. Details for winter wheat states follow:

States.	Per cent abandoned.	Acres remaining to be harvested.		Condition May 1.	
		1912.	1911.	av.	10-yr.
Kansas	18.0	5,361,000	80	76	80
Nebraska	10.5	2,856,000	85	88	87
Illinois	53.5	1,183,000	52	86	86
Missouri	23.2	1,930,000	72	92	87
Indiana	46.5	1,206,000	52	90	83
Ohio	45.2	1,192,000	53	88	82
Oklahoma	10.5	1,522,000	87	67	82
Pennsylvania ..	4.6	1,240,000	89	89	89
Washington ...	4.5	988,000	95	96	91
Michigan	26.0	705,000	64	91	83
Kentucky	13.0	686,000	76	92	87
Virginia	2.8	741,000	92	89	88
Texas	1.5	704,000	93	83	77
Tennessee	5.6	667,000	85	88	86
Oregon	1.6	630,000	100	94	95
N. Carolina....	3.3	598,000	91	90	86
Maryland	3.0	598,000	93	85	89
California	8.0	385,000	77	83	85
New York.....	5.1	335,000	83	89	87
Idaho	3.8	340,000	96	96	95
Iowa	18.3	279,000	84	93	90
Montana	3.7	291,000	95	98	..
West Virginia..	3.3	233,000	90	88	86
Colorado	7.8	193,000	88	85	..
Utah	7.1	156,000	95	92	..
Georgia	5.0	135,000	85	91	86
Delaware	3.9	111,000	91	87	89
Arkansas	7.0	94,000	81	88	86
Wisconsin	7.2	87,000	89	88	88
New Jersey....	5.7	79,000	88	90	88
S. Carolina....	4.3	79,000	84	85	84
New Mexico....	10.9	37,000	83	89	..
Alabama	7.0	30,000	83	90	88
Wyoming	8.7	28,000	92	92	..
Arizona	15.0	21,000	96	..	..
Nevada	5.0	16,000	94	100	..
Mississippi	17.0	8,000	83	85	86
Minnesota .....	..	..	..	..	..
North Dakota..	..	..	..	..	..
South Dakota..	..	..	..	..	..
Connecticut ..	..	..	..	..	..
Massachusetts .	..	..	..	..	..
Vermont .....	..	..	..	..	..

United States 20.1 25,744,000 79.7 86.1 85.2

The average condition of meadow (hay) lands on May 1 was 85.7, compared with 84.7 on May 1, 1911, and a ten-year average on May 1 of 88.6.

The stocks of hay on farms May 1 are estimated as 3,888,000 tons (8.2 per cent of crop), against 7,546,000 tons (12.4 per cent) on May 1, 1911.

Of spring plowing 52.8 per cent was completed up to May 1, compared with 71.0 per cent on May 1, 1911, and a ten-year average on May 1 of 67.6. Of spring planting 48.9 per cent was completed up to May 1, compared with 60.0 per cent on May 1, 1911, and a six-year average on May 1 of 55.2.

HAY AND STRAW

Alfalfa cutting began at Berryessa, Cal., April 27. First cutting of alfalfa reached Columbus, Miss., on April 29.

New alfalfa sold for \$11 at Phoenix, Ariz., in the latter part of April.

St. Louis on April 18 paid \$28 for clover hay, the highest price on record there.

Hay is still in good demand at Eaton Rapids, Mich., although it is bringing over \$20.

Hay is selling at \$31 in New York City, and it is said to be practically impossible to buy.

Farmers in Winnebago County, Ill., claim that the damage to alfalfa so far is about 25 per cent.

An alfalfa grower of Clements, Kan., recently sold a carload of alfalfa in Kansas City for \$25 a ton.

Louisville, Ky., claims its highest hay price for April 18, when timothy reached \$32 in carload lots.

Lewis Edson, recently of Anaheim, Cal., has taken over the hay business of J. C. Reeves at Redlands, Cal.

Antwerp, N. Y., shipped over 2,000 tons of hay this last season, more than twice as much as had been shipped before.

Eight inches of rain since March 1 about Hemet, Cal., insures the hay crop of that district. Small grains are doing well.

The Alfalfa Meal & Milling Co., Riverside, Cal., is installing new machinery preparatory to starting in for the season's run.

Hay sold at Toledo, Ohio, April 23 at \$30, for both baled and loose. The city had large arrivals from Canada, particularly New Brunswick.

Toledo (Ohio) dealers say that they have imported more hay from Canada this season than ever before; arrivals are without precedent.

Los Angeles has no more old alfalfa on hand. The first cutting of the new came in about May 1, but buyers were a little shy of the new cutting.

Three cars of alfalfa were shipped from Fowler to Liberal, Kan., in the latter part of April and brought \$21.50 a ton, a record price for Meade County.

Wayne County, Ind., had a hay famine the latter part of April, and when twenty carloads arrived from Michigan, Illinois and Indiana it was sold immediately at \$32.

Indiana dealers are quite varied as to the condition of clover in the state. Some report good, others half a crop, still others that much will be plowed under for corn.

Chas. Eyland & Co., Baltimore, in April received a car of hay from Canada that contained 387 bales and weighed 43,600 pounds. This is the record car for that market.

Bartholomew County, Ind., has good hay prospects for this year. Farmers are buying a little fodder while waiting for grazing weather. Clover stands well in that part.

Some farmers in the Pecos Valley, near Roswell, N. M., sold alfalfa last fall and this winter for \$15, and were compelled to buy again the latter part of April and the first of May at \$24.

The Orland Alfalfa Meal Co., Orland, Cal., will start its meal in a short time. The first crop of hay has been cut and the company has contracted for about all the hay grown in the neighborhood.

New York for the first week of May reported another advance in the price of hay with supplies so short there is almost no limit to the price obtainable for choice timothy; since then there has been no relief, but the market is still firm and strong.

Ground was broken the last of April at Balhorhea, Texas, the southern terminus of the Pecos Valley Railway, for the foundations of the new hay sheds and alfalfa storage of the Toyah Valley Hay Co. The company plans to make Balhorhea a hay terminal.

In compliance with a request recently made by the San Francisco Chamber of Commerce on behalf of California grain concerns, the specifications of the War Department for a large quantity of forage have been changed and the requirement of "old crop" hay dropped, the specification now calling for "any well-cured hay that has been in stack sixty days before baling."

Surely an end must soon come to this great scarcity of hay, as the grass must in a week or two afford at least a picking for live stock, especially as many meadows are showing splendid growth. It is true that farmers at the close of last week were complaining of not having sufficient rain, but when was there a time in the history of farming that tillers of the soil did not complain of this, that, or the other. The rain has since come. There has been a trifle easier feeling in the American markets, but little or no change in values. As high as \$17.50 and \$18 has been paid by American buyers

at outside points for good No. 2 Canadian hay.—Montreal Trade Bulletin, May 9.

CANADIAN HAY EXPORTED TO THE UNITED STATES.

The exportation of hay from Canada to the United States has increased greatly in the last two or three years, and during the ten months ended January 31, 1912, amounted to 516,361 tons, valued at \$3,883,155. The provinces furnishing this hay were: Quebec, 365,182 tons; Ontario, 142,819 tons; New Brunswick, 7,054 tons; Prince Edward Island, 1,245 tons; Nova Scotia, 56 tons; and Yukon, 5 tons. During the same period the United States exported 14,573 tons, valued at \$237,272, to Canada, most of this going to British Columbia and the Yukon Territory.

CHARGE A HAY MONOPOLY.

Small hay dealers of New York have laid a complaint with the Public Service Commission accusing the N. Y. Central R. R. with practically causing a monopoly by occasionally putting an embargo on hay.

It appeared from the testimony that the only hay warehouse in the city is in Thirty-third Street and operated by the New York Central. It is not large and only a few dealers can obtain leases to any part of it. Consequently when it is full, it is alleged, the railroad puts an embargo on any more importations of hay, and the small dealers say that they cannot get service. They also declared that the favored dealers when the market is low would refuse to put their hay on the market, but waited for an increase in price.

The small dealers ask permission to get their hay directly off the tracks, but the railroad declared that that was impossible, as all hay must go through the Hay Exchange, which is at its warehouse.

Another charge brought against the Central Railroad was that they hold up hay in Weehawken and thus create a shortage. The railroad officials replied that at times they could not avoid this, as their tracks were congested.

Various methods of reform were suggested at the hearing, including the erection of a warehouse in Weehawken large enough to accommodate all the hay, and Public Service Commissioner Decker took the matter under advisement.

HIGH HAY PRICES.

"It is many years since the price of hay sold as high as \$32 per ton for prime, and \$31 for No. 1 in car lots in New York, but these were the prices obtained in that city on Monday, April 29, and as high as \$29 and \$30 was made for choice clover mixed. No. 2 timothy brought \$28 to \$29 and No. 3 \$26 to \$27, whilst ordinary clover mixed sold at \$25. These are pretty high figures for even high toned New York. A firm in that city writing to a dealer here under Saturday's date stated that the pinch it was feared was not yet over," said the Montreal Trade Bulletin.

"In this market a further advance of \$1.00 per ton has been established, No. 1 being quoted at \$20.00 and choice No. 2 at \$18.00 to \$19.00, ordinary No. 2 at \$16.50 to \$17.50 and clover mixed \$15.50 to \$16.00.

"Supplies, it is claimed, will be pretty restricted between now and the first of June, both the new fields and the old meadows having made no start yet, as the season is from two to three weeks late. Their growth has also been impeded by heavy frosts at night, and until warmer and more genial weather sets in, no improvement in growth can be expected.

"Americans are busy securing all the Canadian hay they can find at country points from No. 1 down to clover mixed and clover; in fact any grade they can come across in the shape of merchantable fodder. They are paying fully as high prices at country points as can be realized in this market, and in some instances even higher rates are being paid for shipment to the American market."

THE POSSIBILITIES OF GRASS PRODUCTION IN THE SOUTH.

The Department of Agriculture is making efforts to encourage the production of grass as a feature of stock raising in South Carolina. Last spring an agent of the Farmers' Cooperative Demonstration Work started in to make a specific demonstration in portions of the Piedmont region of South Carolina, in the matter of the possibility of grass and hay production. The work was taken up with 100 different farmers, inducing each of these farmers to make an acre demonstration with grass. The predominant industry in this section is, of course, cotton raising, and not a great deal of interest is taken in live stock. Each farmer put out an acre of grass under the direction of the agent. The land was thoroughly plowed, a ton of lime to the acre was applied, and in addition 400 pounds of fertilizer were used. The fertilizer consisted of 200 pounds of acid phosphate and 200 pounds of ground bone. The acid phosphate cost \$12 a ton and the ground bone \$29 a ton. This would make the 400 pounds of fertilizer cost \$4.10; the lime cost about \$5 a ton.

The farmers furnished all work, the lime and the fertilizer. The Department furnished the grass seed.

The most successful mixture for hay grass in this section of the South is found to be one made up of orchard grass, tall meadow oat grass, and Italian rye grass, with red clover. There was a half bushel each of orchard grass, tall meadow oat grass, and Italian rye, and 10 pounds of red clover sown to the acre. This very heavy seeding was believed to be necessary in order to insure a good stand. This mixture has been used for some time on the Arlington Farm with good success, cutting as high as two and one-half and three tons of hay to the acre.

The work in South Carolina has been eminently satisfactory, practically all of the 100 farmers having a fine crop of hay this season. From all indications some of these plots will cover 2½ to 4 tons per acre. So much interest has been aroused in the matter that farmers are now preparing to put out two additional acres, making three acres in all. They have found by this demonstration that they can grow enough hay to take care of two or three head of horses used in their general farm work. The success with the hay crop has encouraged farmers furthermore to look into the live stock proposition to the end of introducing greater diversification and devoting less acreage to cotton.

HIGHEST MARKET PRICES.

The following table shows the highest prices, also prices for No. 3 timothy hay, in the markets this week:

	Choice.	No. 3.
New York	\$33.00	\$29.00
Jersey City	34.00	28.00
Brooklyn	32.00	27.00
Boston	30.00	22.00
Providence	28.00	23.00
Philadelphia	30.00	26.00
Pittsburgh	29.25	25.50
Pittsburgh, prairie	20.00	....
Richmond	31.50	28.00
Baltimore	28.50	26.00
Newport News	31.50	....
New Orleans	31.00	28.00
New Orleans, prairie	19.00	....
Kansas City	28.00	....
Kansas City, prairie	23.50	....
Cincinnati	29.50	26.00
Chicago	28.00	22.00
Chicago, prairie	26.00	....
Detroit	28.00	22.50
St. Paul	26.50	19.25
St. Paul, prairie	20.50	....
Duluth	20.00	....
Duluth, prairie	16.00	....
Minneapolis	24.50	19.00
Minneapolis, prairie	18.50	....
St. Louis	31.00	26.50
St. Louis, prairie	25.50	....
San Francisco	20.00	....
Montreal	18.50	....
Washington	30.00	25.00
Portland, Ore.	17.00	....

—Hay Trade Journal.

VALUE OF HAY WAREHOUSES.

Improvement in the mode of handling hay at the terminal, or distributing markets has been rapid and effective. The industry has grown to be one of great importance, but the city dealers in hay are not the only ones who have advanced. The country snipper also has progressed; and his progress has been, if possible, even greater than that of the dealer at the markets, says the Kansas City Drovers' Telegram.

Not so very many years ago there were no warehouses in the country, and the farmer had to market his hay during the producing period. In the summer months there was a heavy movement of hay which practically left the country free from any surplus. As the demand was not so great in those days at it is now, the enormous receipts at the markets glutted them and prices would slump until the shipper received only a few dollars for his product. Some of the older dealers recall choice hay, the finest ever produced, selling as low as \$5 per ton. Deducting 50c per ton commission and the freight charges, the farmer did not realize much for his labor. This was during the summer. In the fall, winter and the spring, the opposite conditions prevailed. There was little hay left in the country for these seasons. Railroad facilities had not been perfected as they now have been, so the receipts at the markets would dwindle, only a few cars arriving daily. In the winter there would be a better demand than in the summer and with a smaller supply prices reached high points that would be impossible at the present time. In those days ordinary prairie hay sold as high as \$20 and choice stuff was worth its weight in gold. However, the small profits in the summer more than discounted the larger ones in the winter, and a remedy had to be found if a success was to be made of hay raising.

What did the farmer do? He did just what the city dealer had done to take care of surpluses: he built warehouses, or country storages. Being able

to store his hay, the farmer could realize more regular prices for his product and increase his profits. He could hold until after the extremely heavy run was over and in that way get his hay on an advancing market instead of a declining one.

The introduction of country storing of hay marked the turning point in the hay industry and since that both the consumer and the producer have been greatly benefited.

SOME CROP FACTS.

Sec'y Taylor of the National Hay Ass'n in Bulletin 35 summarizes several hundred replies to the annexed questions as follows:

Questions:—

1. What per cent of an average crop will be sown to oats?

3. What per cent of wheat sown has been plowed and sown in oats?

6. What per cent of an average acreage will be planted to millet, Hungarian and other forage?

7. What per cent of last year's hay crop still in farmers' and shippers' hands?

8. What is the condition of the growing timothy?

9. What is the condition of the growing clover?

10. Will hay crop as a whole be more or less than last year? — per cent more. — per cent less.

11. Give per cent of condition growing hay crop, as a whole, compared at this time with 5 years' average.

Answers:—

ANSWERS.											
State.	1.	2.	3.	6.	7.	8.	9.	10.	11.		
Illinois	47	31½	21	46	2	92	64	120	80		
Indiana	96½	24½	48	71	7	84	67	120	67½		
Iowa	91	27	3	37	0	100	67	22	88		
Kansas	64	65	4	94	4	43	54	11	98		
Michigan	104	41	21½	52½	6	84	86	109	86		
Missouri	30	21	..	81	8	35	35	125	88		
New York	86	74	4	63½	5	89	89	21	92		
Nebraska	60	0	20	0	5	50	50	30	90		
Ohio	117	19	55½	57	4	83	83½	86½	76		
Oklahoma	50	40	10	125	5	0	0	90	70		
Pennsylvania	79	88	3	68	9	86	94	137	93		
Virginia	111	93	0	10	3	78	100	51	95		
W. Virginia	100	90	0	100	0	125	25	50	110		
Wisconsin	99	75	0	41	4	75	94	15	43		

All counties of Indiana where wheat was winter killed the acreage of oats promises to be greatly increased over last year's acreage, and with anything like a favorable season the crop should be far above the normal yield. Pasturage is fair to good in Indiana, except where the grass was burned out by last summer's heat. Hay promises an average crop, but the severe freezing affected clover, and much of it was killed. A few counties report the yield of clover will be large, but they are exceptions. The crop, generally, will be below the average. Muncie, clover good, but not much left. Fort Wayne, hay crop 25 per cent less acreage, condition average. Decatur, wheat about all frozen out, as well as clover; farmers planting same to beets, contracted for 5,000 acres. Crawfordsville reports acreage hay crop very small but good growth.

Since the Niagara Convention (1911) the National Hay Ass'n has enrolled 125 new members. This leaves 75 more to be secured to make the goal of 200 set before the convention. One of the members in Chicago sent in nine, another in Kansas City 15. Only \$7.50 pays for membership and dues to July 1st, 1913.

INDIVIDUAL RESPONSIBILITY FOR FIRES.

Can any real progress be made in checking our fire waste enormous as it is, until the man who has a fire ceases to be regarded as an unfortunate and is looked upon as a public offender? Individual legal responsibility for loss by fire seems a drastic corrective, but is it not the real remedy?

Under the Code Napoleon in France, a man is held responsible for fire damage to his neighbor. Each fire is investigated and the owner or tenant of any premises must show he is not responsible for a fire starting in any premises occupied or owned by him.

In France a tenant usually insures by one policy the following items: (1) His own property; (2) The risk of responsibility for damage to the building; (3) The risk of responsibility for damage to property of his neighbors.

A landlord insures in one policy the following items: (1) His own property; (2) His responsibility for damage to the property of tenants; (3) His responsibility for damage to the property of his neighbors.

Why should not this be so when fifty per cent of our fires are due to gross carelessness? Why should we pay our immense loss by fire when practically two thirds of it is preventable by the exercise of proper care and foresight? The loss by fire in France is about one-eighth of that in the United States.—North Carolina Insurance Commissioner.

The Cincinnati freight committee will hereafter systematically reclaim all grain doors from cars belonging to the members worth in that market about \$20,000 a year.

FIELD SEEDS

Rhode Island's legislature has voted \$500 in aid of a state corn show.

Early reports on clover in Indiana and Ohio are favorable to a large seed crop this year.

Seed grain, potatoes, etc., have been commanding record prices at St. Louis this spring, seed corn bringing \$3.50 to \$5 per bushel.

The Klamath (Ore.) Commercial Club has undertaken to supply the county farmers with pure seed for barley, wheat and potato planting this spring, selling the seed for cost, the Club absorbing the loss.

The Mann bill passed by the House some time ago, prohibiting the importation of adulterated seeds, was reported by the Senate Agricultural Committee on May 7. The prospects of action on the bill will be greatly increased if there is an extension of the session beyond the middle of June.

Hon. James R. Mann of Illinois has introduced in Congress the American Seed Trade Association's bill (H. R. 22340) to prohibit the importation of adulterated seeds of forage plants of all sorts. The adulteration consists of the admixture of over 3 per cent of false seeds to alfalfa and red clover and 5 per cent to all other seeds except the clovers. Seed containing dodder is considered unfit for use, within the meaning of the act.

J. C. Robinson of the Robinson Seed Co. of Waterloo, Neb., who recently purchased the business of the Rocky Ford Seed Growers' Association and who will move the business from Waterloo to Rocky Ford, Colo., has purchased the warehouse formerly occupied by the Union Trading Co. A number of changes will be made in the building to fit the requirements of the seed business. The Robinson Company makes a specialty of vine seeds and their locating at Rocky Ford should add much to the seed industry of the valley.

Growers of pure bred seed grains in Wisconsin have been unable to supply all the demands from farmers. The Wisconsin College of Agriculture in April shipped Wisconsin pure bred seed to twenty-eight states of the Union and made three shipments to England and two to Canada. "Enough pedigreed barley will be grown in Wisconsin this year," said Professor R. A. Moore, "to cover the entire barley acreage of the United States, and next year with this dissemination there should be enough grown in this state to cover the pedigreed barley acreage of the world."

John Crownie, a somewhat noted Iowa farmer, in the Marshalltown Times, takes issue with Prof. Holden as to the true method of curing seed corn. He combats without reservation Prof. Holden's theory that seed corn must be dried in a "cool, airy place." Mr. Crownie, on the contrary, claiming that in fifty years' experience he has had but one failure due to seed, says his seed corn has always been "kept in the dwelling house and fire-dried"—dried by artificial heat. His favorite drying room has been over the dining room, heated by the surplus heat of the dining room stove.

"The alfalfa plant is peculiar in the matter of producing seed," said L. R. Waldron of the sub-experiment station at Dickinson, N. D., to the Tri-State Grain Growers. "It requires special conditions. It is the real business of the alfalfa plant to produce hay; the production of seed is a necessary evil. The primary production having been hay for for so many thousands of years, and seed only secondary, special conditions are now necessary for seed production. This long time production of seed under dry atmospheric conditions has perhaps become inbred, thus limiting seed production in the humid areas. Whatever the reason, the fact is that seed production is not successful ordinarily in such states as Illinois, Pennsylvania or Vermont."

The good seed campaign of the Northwestern Telephone Exchange of St. Paul and its many allied companies in the country was the unique feature of the pure seed work. On a certain date every telephone using farmer accessible by the Exchange was called up and asked to test his seed corn or say if he had done so. Later reports were made of the result of this procedure; the manager of the Exchange was able to say: "There is not the slightest doubt in my mind that hundreds of farmers who had not tested their seed corn have now tested it, and it would be a hard task to estimate in dollars and cents the value of this test. I may say for the company that we feel fully repaid for any work we undertook."

The Nebraska Experiment Station, Bull. 26, on "Native Seed Corn," discussing the Nebraska habit of buying seed corn grown at a distance of several hundred miles east or southeast of Nebraska, from sections quite different in climate and soil, says that experiments have shown that seed corn thus brought from a distance seldom yields at first as well as the best acclimated varieties, but that it improves in yield from year to year, as it becomes acclimated. In like manner co-operative experiments in western

Nebraska by a large number of farmers have shown the native western corn yields about 25 per cent better than corn just brought from the eastern portion of the state. Western farmers therefore should not attempt to grow the deep-grained types, but rather the broad, shallow-grained type with rather large cob.

SAFE ALFALFA SEED.

The Nebraska Experiment Station recommends acclimated alfalfa as the safest seed to plant. A few years ago, it is stated, the station brought seed from California, Arizona, Colorado, Kansas and Utah to compare with Nebraska-grown seed. It was found that the alfalfa from California and Arizona seed was finally all winter killed, that from Colorado seed was greatly injured, and both the Utah and Kansas alfalfa were injured to some extent. The conclusions drawn from this test were that alfalfa seed should not be brought from a southern to a more northern region, or from an irrigated to a non-irrigated region.

CANADIAN SEED REPORT.

Consul Harry A. Conant, Windsor, Ontario, says that the recently issued report of the Seed Commissioner for the period from January, 1905, to March, 1911, says since the seed branch was organized on its present basis its work has been prosecuted along two main lines—commercial and educational. The commercial work entails the inspection of seeds and seed crops, seed testing, seed-trade investigation, and the distribution of reference collections of seeds. Among the subjects investigated and reported upon are the vitality of field and garden seeds, weed seeds in feeding stuffs, the influence of age on the vitality of seeds, and the production of Canadian-grown root and vegetable seeds. The educational work consists in part of stimulating interest by various methods in the production and use of better seeds. A vigorous propaganda has been maintained for that purpose through organizing and assisting in conducting local seed fairs, provincial seed exhibitions, field-crop competitions, and seed-judging classes, and in giving assistance to the Canadian Seed Grower's Association.

The trade between Canada and the U. S. in seeds amounted to \$1,247,659 of imports (chiefly clover and timothy) from U. S. in fiscal year ended March 31, 1911, and \$5,266,452 of exports to the U. S., of which \$1,169,751 represented clover seed and \$3,859,211 flax seed.

COCKSFOOT AND RYE GRASS.

In a report on the grass seed trade of New Zealand, of which some mention was made in this place in the November number. Vice Con.-Gen. Baker says: "as regards cocksfoot and rye grass, for which there is the chief demand for export from New Zealand to the United States and in the production of which New Zealand appears especially to excel, he has obtained from a leading seed dealer in New Zealand descriptions as to their special uses in that country, as follows:

"Although cocksfoot is widely used for surface sowing and is the mainstay for permanent pastures in hilly country, it is also most valuable in good soil on the flat, where it will produce an enormous amount of leafy herbage of good quality. On such land seed stalks do not change so quickly to woody fiber, as on dryer soil, and therefore its feeding value is maintained for a longer period. It is a quick-growing grass and analysis has proved that during the spring there is considerably more nutritive matter in the herbage than during the mid-summer. For hay this grass is of very little value; although producing plenty of bulk the quality is poor, being of woody fiber. On suitable soil this grass is permanent and holds to the ground better than rye grass, owing to the fact that it is fibrous and much branched, with deeply descending roots. It withstands drought and is considered one of our most valuable grasses for surface sowing.

"Perennial rye grass is our most valuable grass, and no permanent pasture is laid down without a large percentage of this variety. On suitable soil rye grass is permanent. Good loams and even stiff clays are suitable for its best development and longevity, provided the soil has good drainage. Light, thin, and stony soils, however, are hardly suitable, and do not give the grass the best chances, as the roots are surface seeders. The most important characteristics of the rye grass are that it will grow under conditions that are fatal to other grasses; it is the most certain to germinate, and is uninjured by the tread of stock, even on unsuitable land; it grows and covers the ground rapidly, and thus keeps down weeds and will protect the more delicate germinating and slow-maturing grasses, and makes way for them as they become established. It is of the utmost value for hay and with clovers will produce the sweetest and most valuable fodder for winter feed."

Owing to the hard winter and to storms that cut off the island communication with the mainland, the island of Nantucket, Mass., has been suffering from want of grain.

LATE PATENTS

Issued on April 16, 1912.

Adjustable Valve for Dust-Collectors.—Philip C. Miller, Chicago, Ill. Filed July 25, 1907. Renewed September, 1911. No. 1,023,521. See cut.

Issued on April 16, 1912.

Bag Holder.—Abraham Reiner, Steinbach, Manitoba. Filed February 27, 1911. No. 1,024,360.

Alfalfa Feed Cutter and Grinder.—Walter Miks, Mayfield, Kan. Filed September 28, 1908. No. 1,024,413. See cut.

Grain Drier.—Valentine Lucas and Christian Bauer, Kansas City, Mo.; said Bauer assignor to Hugh J. Puckett, Kansas City, Mo. Filed May 10, 1911. No. 1,024,408. See cut.

Seed and Grain Separator.—Thomas K. Barnett, Shelby, N. C. Filed November 20, 1911. No. 1,023,983. See cut.

Automatic Sampling Machine.—Frank S. Ingoldsby, St. Louis, Mo. Filed November 1, 1909. No. 1,024,134.

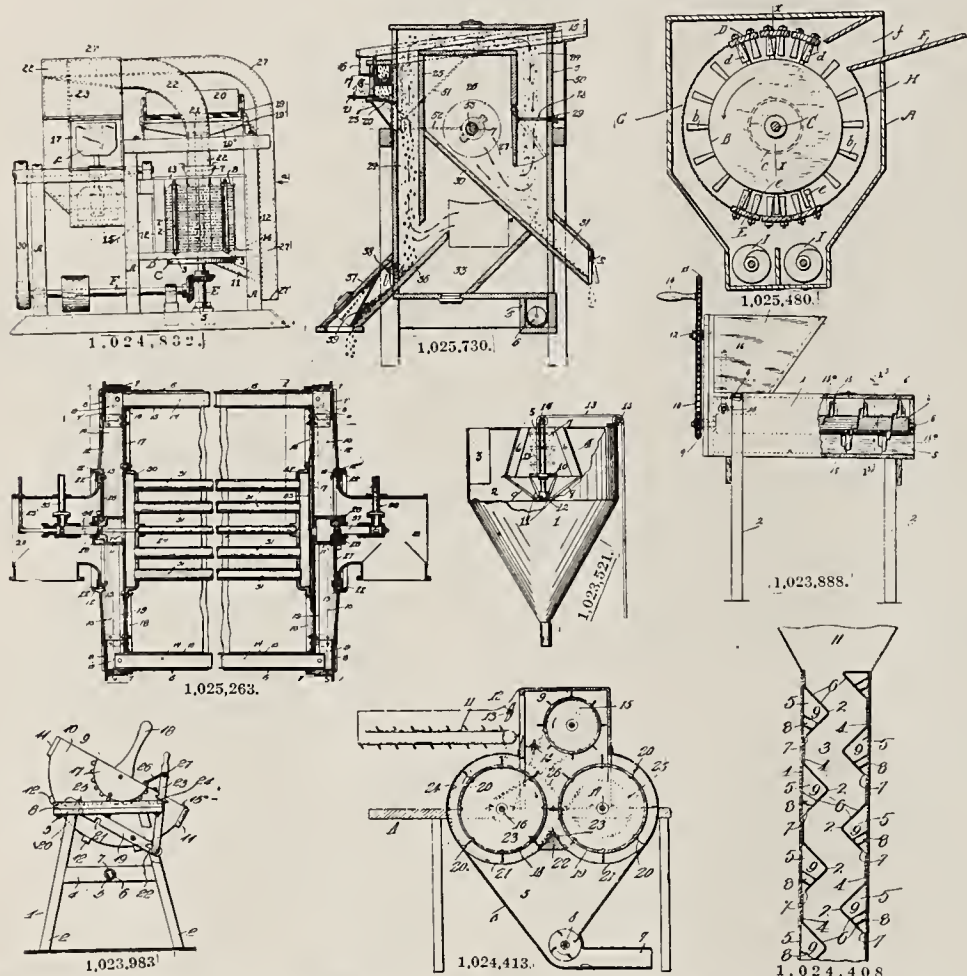
Smut Machine.—Severin N. Sorensen, Minneapo-

thrashing)—area, 302,058 acres; total yield, 10,093,564 bushels. Barley—area, 33,212 acres; total yield, 920,536 bushels. These figures represent an increase of 10,541 acres in the area under wheat, but a falling off of 74,942 acres for oats and of 8,288 acres for barley, when compared with 1910. The yield of each of these three grains was less than the crop in 1910, the respective losses being 509,172 bushels, 3,433,266 bushels, and 307,221 bushels.

The wheat crop is cut and tied by American machinery, the stooks requiring no capping. It is frequently thrashed out of the stook in favorable seasons, thereby saving the cost of stacking and thatching. The stacks are rarely thatched except on the weather side. The wheat is nearly always drilled in when sown, together with superphosphates of lime. The local hay crop is usually cut one day, raked into windrows the next, and in a couple more days is ready for stacking.

BUYING GRAIN BY GRADE.

"As the agitation for improved seed grain, the grain of better quality, increases, attention must necessarily be diverted with ever increasing inten-



lis, Minn. Filed March 9, 1910. No. 1,023,888. See cut.

Issued on April 30, 1912.

Grain Door for Freight Cars.—Henry Kaler, Rantoul, Ill. Filed May 8, 1911. No. 1,025,094.

Apparatus for Treating Grain.—Ezekiel B. Cox, Newton, Pa., assignor to E. B. Cox Manufacturing Co., Hopewell, N. J. Filed October 5, 1911. No. 1,024,832. See cut.

Issued on May 7, 1912.

Mill for Shredding Alfalfa.—Rufus F. Park, Cedar Vale, Kan. Filed March 6, 1911. No. 1,025,480. See cut.

Grain Door for Railroad Cars.—James T. W. Loe, Marshall, Texas. Filed June 2, 1911. No. 1,025,283.

Dust Separator.—Augustus Wolf, Chambersburg, Pa. Filed September 27, 1910. No. 1,025,730. See cut.

Apparatus for Treating Grain and Other Materials.—Franklin B. Giesler, Milwaukee, Wis. Filed July 25, 1911. No. 1,025,263. See cut.

NEW ZEALAND'S GRAIN CROPS

The pastoral interests of New Zealand are of far greater importance than the growing of grain, although in certain districts, chiefly in the South Island, considerable attention is paid to the cultivation of wheat, oats and barley, in the order named, says Vice Consul General H. D. Baker, on special detail. During the last season the results were very disappointing to grain growers on account of the unusual dryness, and oats are so scarce at present (December, 1911) that they have had to be imported from Australia in large quantities. The area and yield of the principal crops in 1911 are estimated as follows by the Minister of Agriculture in his recent annual report: Wheat—area, 321,541 acres; total yield, 8,273,926 bushels. Oats (for

sity to the slack methods of farmers in preparing their grain for market," said H. E. Krueger, the champion barley grower of the United States.

"Many sections of the country have produced much good grain this season, but a large percentage of it has been damaged and its value reduced, by lack of care on the part of the growers. In some sections, small grain has been so stacked as to expose the grain to the elements, with the natural result that much has sprouted. In Europe, farmers so stack their small grain that the rain cannot get past the straw to the grain. It could be done here, too, or for that matter tarpaulins could be thrown over the top of the stack, and most of the moisture kept out.

"The average farmer seems to think that his full duty is done when he cuts the grain. Even the flax seed at two dollars and fifty cents a bushel. Many of the northwestern growers of this valuable seed piled it out in the wet during the last six weeks and lost heavily. Buyers at country stations who are alert to their own interests will discount all damaged grain liberally, and thereby avoid suffering a heavy loss when they attempt to ship it to market.

"The discrimination against poor grain in all central markets by large consumers is becoming more marked as the prices advance, hence the country elevator man must also discriminate sharply against the poor, and provide more bins for classifying grain as his shipments would be classified in the central markets. It was all right to buy corn as corn, even though many farmers delivered cob ends, husks and scourings with their corn, so long as the same mixture did not win a lower grade for the entire shipment at destination; but this no longer can be done. Clean grain only is wanted today and no one is anxious to pay freight on dirt. The day of more bins for every country elevator and more careful classification for every kind of grain is near at hand, and the sooner the country

buyers discriminate against the poor, the sooner will the farmers take to growing better grain and to placing it in marketable condition before presenting it for sale."—National Crop Improvement Service.

CORN FOR WHISKY.

The corn whisky distillers resent the inference that whisky is made from "rotten corn." Denatured alcohol, or alcohol for purely mechanical purposes, may be made from damaged corn; and it is fortunate that such use can be made of the stuff, otherwise an immense quantity of corn would annually be wasted. But nowadays, as C. H. Feltman, president of the Peoria Board of Trade, said at the Washington conference of March 6, the distiller of whisky is no longer a maker of goods for the rectifier only but is a producer of the finished liquor; and as he has a reputation to sustain as a producer, he cannot afford to use any corn but sound corn in the making of whisky to be sold under his own brand. As a distiller of whisky therefore he buys no damaged corn; and, as Mr. Feltman said further—

The only use a distiller has for poor corn is for denaturing alcohol or alcohol for export, and in order to make that he has to get his poor corn very cheap, in order to compete with Germany. Germany has been supplying the export trade with alcohol and she can do it very cheaply for the reason that the government there is in partnership with the distilling interests; and, further than that, Germany has pushed her export trade in every direction and by every means that can be used to push the export business in alcohol. She has been paying a bonus of five cents a gallon for every gallon of liquor that is exported and has added it to the domestic price.

Now, in order to compete with this condition of affairs, the distillers will have to buy this poor corn at a larger discount than they paid in former years, and this whole proposition will finally end with the farmer; and the men who are closely connected with the farming community will take note of this and impress upon the farmers the necessity of taking better care of their corn and other grains.

Meeker, Colo., not yet having achieved a railway has been united with civilization by a motor truck line, the next best thing to a railway to "tote grain" to the cars.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

ST. LOUIS ELEVATOR FOR SALE.

For sale on favorable terms, all or part of 50,000-bushel modern grain elevator, at St. Louis, Mo.; also 100-car hay warehouse, with established and profitable local trade, and ideal shipping facilities. Address ST. LOUIS, Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

MISSOURI ELEVATOR FOR SALE.

Missouri elevator of 10,000 bus. capacity for sale, in town of 1,200 people. Good wheat country. A splendid opportunity for a man to run a feed and exchange and grain business, as there is no competition in this business in town. 55 car loads of feed shipped in here so far this year. Address, BOX 188, Sullivan, Mo.

FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

ELEVATORS AND MILLS

ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

ELEVATOR IN TERMINAL MARKET FOR SALE.

Elevator of about 200,000 bushels storage capacity for sale. Ten steel tanks. Iron clad steel frame work house. Fairbanks steel hopper scale. Grain drier. Hundred horse power engine and boiler. Everything in first class condition. Terminal market; thirteen railroads. Can buy at all country points tributary to Chicago, also vast grain territory Chicago cannot reach. Can buy in Chicago, St. Louis, Kansas City, Omaha, Milwaukee, Minneapolis, and ship for storage, and rebill beyond without additional charges to the through rate. Insurance rate on tanks 55c per thousand. A live man can net \$20,000.00 per annum. This elevator sold for \$24,000.00 when storage was not worth the money it is today. Several thousand dollars expended last fall on repairs. Present owner cannot give elevator personal attention account of other business. Price \$15,000.00. Address ARTHUR JEROME, Box 4, care American Elevator & Grain Trade, Chicago, Ill.

99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter, Wagner Crop Booklet, "Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

POSITIONS WANTED

POSITION AS MANAGER WANTED.

Position wanted as manager of elevator or flour and feed business. Five years with present firm, and familiar with the details of the business. Thoroughly reliable, best of references, not afraid to mix muscle and brains. Position must be a permanent one. Address G. M., BOX 5, care American Elevator and Grain Trade, Chicago, Ill.

MACHINERY

GAS ENGINE FOR SALE.

For Sale—125 horsepower Buckeye, Tandem Gas Engine; used about 18 months; at a great bargain. Address CARTHAGE ELECTRIC LIGHT PLANT, Carthage, Ind.

MACHINERY

GASOLINE ENGINE.

For Sale—One 15-horsepower Fairbanks Gasoline Hoisting Engine; we guarantee this engine to be in first-class condition. Address ELKINS PAIL & LUMBER CO., Elkins, W. Va.

Grain and Seeds

BUCKWHEAT WANTED.

Buckwheat grain for feed, flour and seed. Name quantity and price at your station. Address H. J. KLINGLER & CO., Butler, Pa.

MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

FIRST CLASS SEED CORN FOR SALE.

We have several cars of first class ear or shelled seed corn to offer. Reid's Yellow Dent and Silver Mine. Address STOECKER SEED CO., Peoria, Ill.

QUOTE ME PRICES.

On bran, shorts, mill feed, oats, chops, snapped and shelled corn; demand heavy. Can furnish limited quantity of pure Johnson grass seed. A. S. LEWIS, 412 Slaughter Bldg., Dallas, Texas.

FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

YELLOW DENT SEED CORN.

Extra Early Yellow Dent Seed Corn—90 day; tests 96%. Also Extra Early Clarage, earliest Yellow Dent in cultivation. Both \$3.00 per bu. Special prices on quantity. Address S. BASH & CO., Fort Wayne, Ind.

WASHINGTON PLANT FOR SALE



☞ This plant is strictly new, and all ready for installing a 100 to 350 barrel flour mill. I am ready to retire from business, hence will sell it very reasonably and let purchaser install whatever machinery he wishes. Fine warehouse, with capacity of 118,000 bushels. Wheat raised and offered for sale here annually runs from 545,000 to 900,000 bushels of No. 1 Bluestem, the finest milling wheat on earth.

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ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO.
OGDEN, UTAH
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Headquarters for
WISCONSIN GROWN
TIMOTHY and CLOVER
Also
DRY LAND MONTANA
GROWN ALFALFA

Rosenberg & Lieberman
MILWAUKEE, WIS.
Est. 1860

SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

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Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA
CONSIGNMENTS SOLICITED. Special attention given to
the handling of CORN AND OATS.
REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

E. E. DELP GRAIN CO.

GRAIN AND FEEDS

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(MEMBER CHAMBER OF COMMERCE)

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land, correspondence solicited.

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Merchants Exchange
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Consignments Solicited. Ask for our bids and quotations.

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OUR SPECIALTY: OATS AND CLOVER SEED
We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal
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ELEVATOR and SEED HOUSE: Cor. 14th and Baker Sts.

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Our Specialty

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TYNG, HALL & CO.

Grain and Commission
Merchants

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Thos. J. Pursley

Buckley, Pursley & Co.

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GRAIN, HAY AND SEEDS
PEORIA, ILL.

References { First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

W. W. Dewey & Sons

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Private Wires to all Points.

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HAY—Ear Corn, Oats—HAY

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Member: { Grain Dealers National Association
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Room 727, Wabash Bldg., Pittsburgh, Pa.
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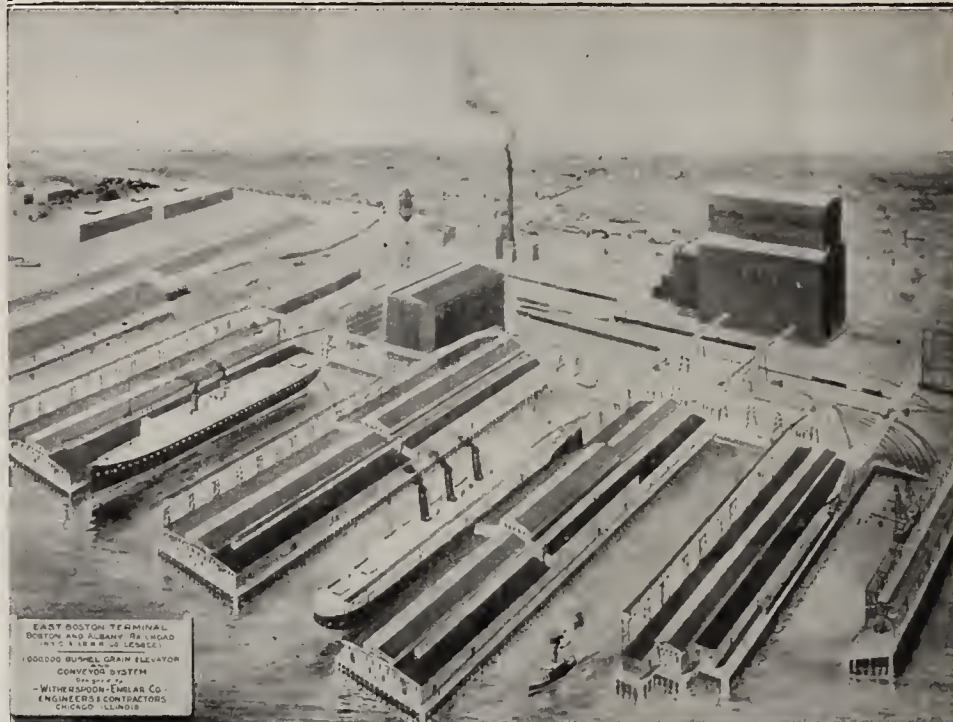
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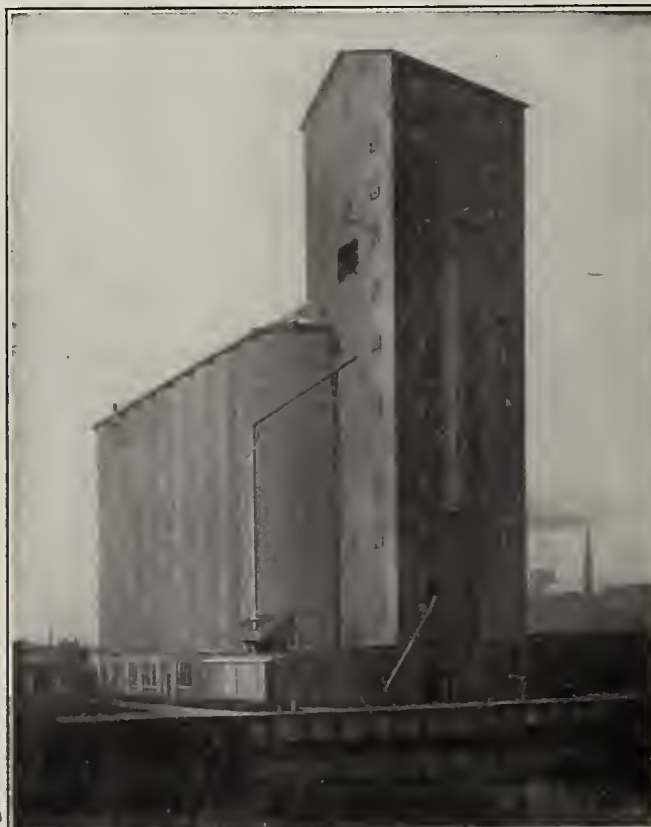
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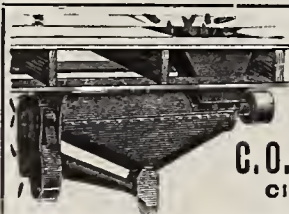
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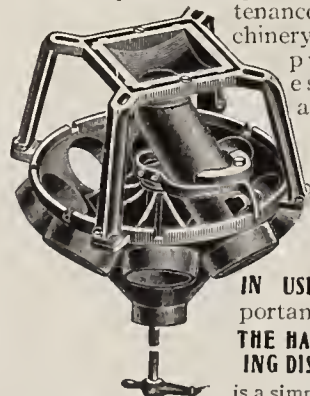
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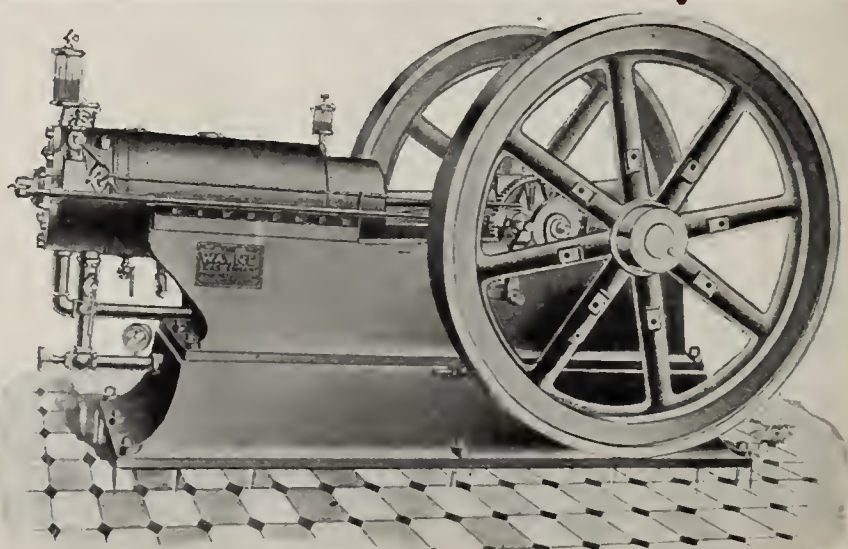
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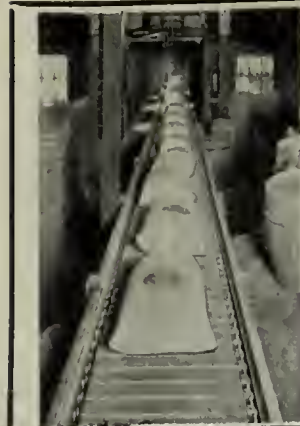
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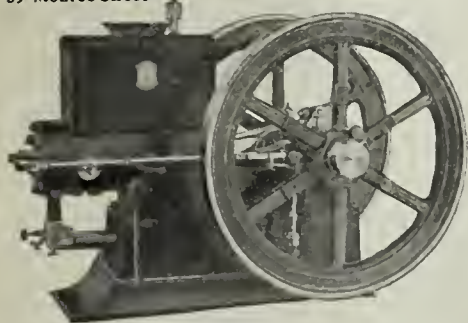
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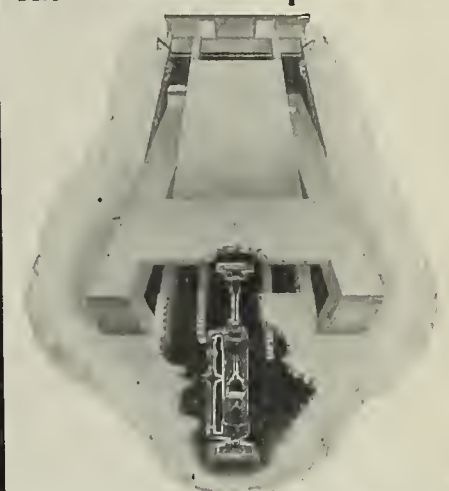
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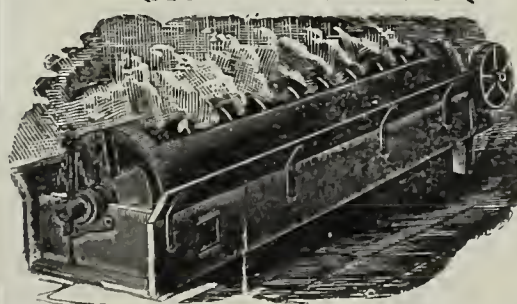
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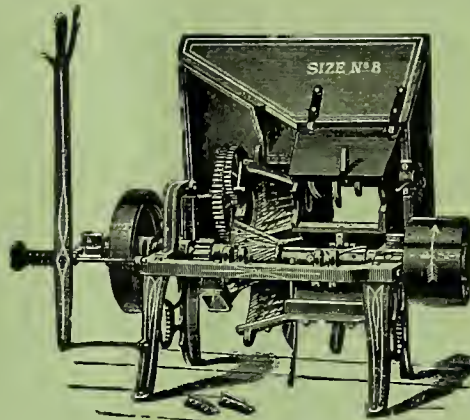
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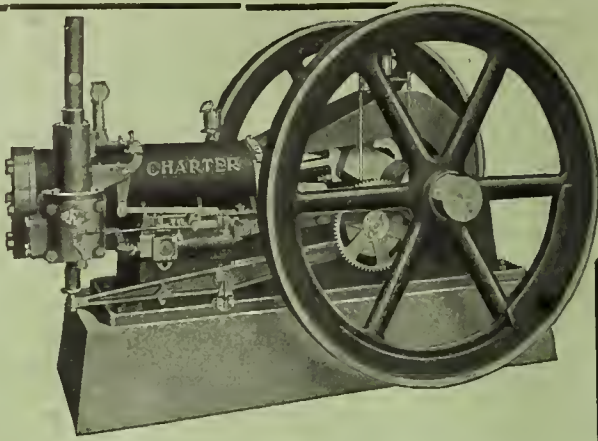
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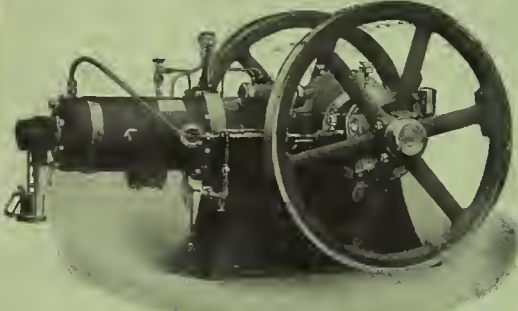
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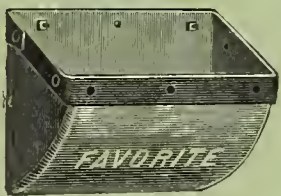
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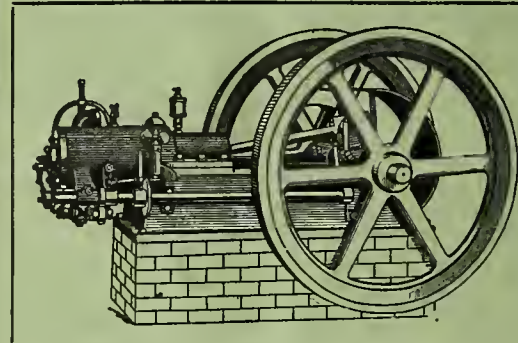
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